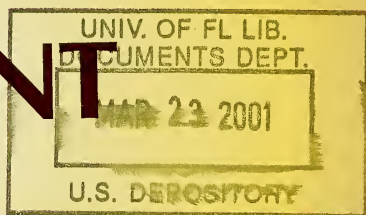




A Guide to

DOING BUSINESS

**WITH THE
DEPARTMENT
OF STATE**



February
2001

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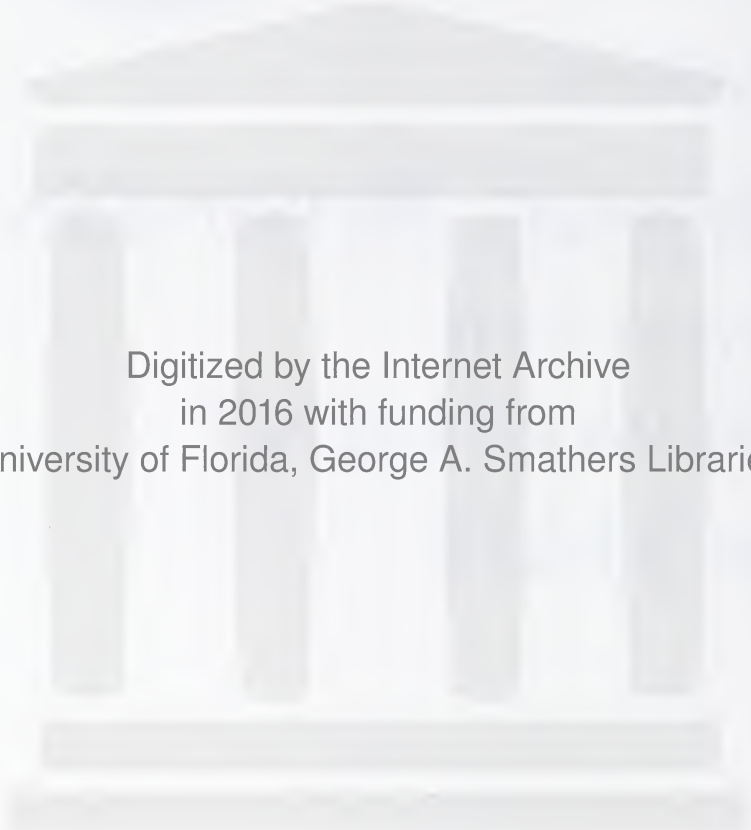
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A Guide to

DOING BUSINESS WITH THE DEPARTMENT OF STATE

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Introduction

A Guide to Doing Business With the Department of State is designed to familiarize small, minority, and female-owned businesses with the Department's procurement program. The *Guide* is intended to assist those small, minority, and female-owned firms seeking to do business with the Department in identifying procurement opportunities within the Department.

The *Guide* is issued by the Office of Small and Disadvantaged Business Utilization (A/SDBU), located in Arlington, Virginia, in State Annex 6, 1701 North Fort Myer Drive, Room 633. The office is responsible for implementation of the Department of State's activities on behalf of small and disadvantaged businesses and female-owned businesses in accordance with Public Law 95-507, Public Law 100-656, and Executive Order 12138.

The *Guide* is divided into five sections:

Section A (1) summarizes the Department's procurement program; (2) describes the Department's acquisition under the Diplomatic Security Act; and (3) lists user-office contacts under the various categories of products and services for which the Department of State contracts.

Section B contains (1) a briefing memorandum to small, disadvantaged, and female business owners concerning the Department's Small, Disadvantaged, and Female Business Program, and (2) a listing of all Federal Offices of Small and Disadvantaged Business Utilization (OSDBU).

Section C lists subcontracting opportunities available through the Department's larger prime contractors.

Section D lists contacts for trade and investment-related issues.

Section E lists other Department of State and other government publications and subscriptions that may be of interest to the reader.

A Guide to Doing Business With the Department of State is also available on Internet. The WEB address is <http://www.state.gov> (click on 'outreach'; click on 'major publications').

Dept. of State acquisition home page is <http://www.statebuy.gov/home.htm>

International Affairs Mission Statement

The purpose of United States foreign policy is to create a more secure, prosperous, and democratic world for the benefit of the American people. In an increasingly interdependent and rapidly changing world, international events affect every American. Successful U.S. international leadership is essential to security at home, better jobs and a higher standard of living, a healthier environment, and safe travel and conduct of business abroad.

Under the direction of the President and the Secretary of State, the United States conducts relations with foreign governments, international organizations and others to pursue U.S. national interests and promote American values. The goals of U.S. foreign policy are to:

- Secure peace; deter aggression; prevent, defuse, and manage crises; halt the proliferation of weapons of mass destruction and advance arms control and disarmament;
- Expand exports, open markets, assist American business, foster economic growth and promote sustainable development;
- Protect American citizens abroad and safeguard U.S. borders ;
- Combat international terrorism, crime, and narcotics trafficking;
- Support the establishment and consolidation of democracies, and uphold human rights;
- Provide humanitarian assistance to victims of crisis and disaster; and
- Improve the global environment, stabilize world population growth and protect human health.

To advance the interests of the nation and the American people through foreign affairs leadership, the U.S. Government requires a strong international presence; a highly qualified, motivated and diverse Civil and Foreign Service serving at home and abroad; extensive communication with the public, both foreign and domestic; and the political, military and economic means to carry out the nation's foreign policies.

A/SDBU Mission Statement

The mission of the Office of Small and Disadvantaged Business Utilization (OSDBU) is to support the overall mission of the Department of State by promoting the use of small businesses, including those owned by women and by socially and economically disadvantaged individuals. Our mission serves to broaden public support for State Department programs as well as to comply with public law.

In carrying out its mission, the OSDBU strives to maximize State Department procurement opportunities for small businesses representing a diversity of ownership. The office serves as advocate, counselor, trainer and provider of liaison services to the small business community. These services are delivered to our small business customers in varying ways, including participation in outreach activities such as Congressionally and interagency-sponsored conferences, one-to-one counseling and group training seminars.

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Section A

- **Acquisition Program Profile**
- **Acquisition In Support of the Office of Foreign Buildings Operations**
- **User-Office Contacts**

Acquisition Program Profile

The mission of the Department of State is the conduct of foreign policy. The Department seeks qualified small businesses, minority-owned businesses, and female-owned businesses to participate in the acquisition process in support of this mission.

Major procurements include the Automated Data Processing Distributed Systems; World-wide Diplomatic Security Support, Narcotics Eradication, Communications Equipment; and Furnishings for Embassies and Consulates. The contract spectrum includes the following:

Research and Development

A small research and development program (less than \$5 million annually) is conducted in support of such programs as physical security, operation of world-wide telecommunications networks, and computer applications. Research and Development is not a major component of the State Department's acquisition program.

Supplies and Equipment

There are ongoing requirements for the following types of supplies and equipment. Many of these procurements are suitable for small business participation and some offer subcontracting possibilities.

- (a) Telecommunications equipment for use worldwide.
- (b) Computer software/hardware equipment and applications. Software and programming requirements are particularly suited to small business participation.*
- (c) Security equipment for the physical protection of diplomatic personnel and installations.
- (d) Household furnishings for embassies and consulates.

Services

- (a) Continuing requirements for maintenance services for communication equipment.
- (b) Requirements for packing and storage of household goods provide an excellent opportunity for small business participation.
- (c) General labor services, i.e., moving, messenger, clerical.
- (d) Management studies and surveys relating to mission activities.**
- (e) Facilities maintenance services.

* The State Department is now planning and implementing a migration toward open systems architecture. The Department has a multi-year plan to accomplish this migration. See our IRM Strategic Plan on www.statebuy.gov/home.htm.

** The State Department commissions studies and special projects to examine a wide range of subjects in response to requests from Congress, recommendations by the General Accounting Office and the Office of the Inspector General, or at the behest of management. These studies are either performed by internal working groups or contracted out. Unlike recurring services, however, it is difficult to plan for or predict when the Department might have need for such external studies.

All of the procurement activities described previously are conducted by the centralized Office of Acquisitions located in Rosslyn, Virginia. Following is a list of the Department's 16 major acquisition activities:

1. Office of Acquisitions (A/LM/AQM)
Department of State
P.O. Box 9115, Rosslyn Station
Arlington, VA 22219
Customer Service Center Tel. (703) 516-1706

This is the Department's principal procurement office, buying a full range of services and personal property in support of DOS activities worldwide.

2. Office of Language Services (A/OPR/LS)
Department of State
Room H1400, SA-1
Washington, DC 20037
Tel. (202) 261-8777

Limited small purchase authority involving the services of translators, interpreters, escorts, and related-language support.

3. Office of Overseas Schools (A/OPR/OS)
Department of State
Room H328, SA-1
Washington, DC 20522
Tel. (202) 261-8200

Small purchases and grants involving overseas schools assistance activities.

4. Diplomatic Telecommunications Service (DTS-PO/ ADM/ ACQ)
Department of State
3920 Pender Drive, SA-43
Fairfax, VA 22030
Tel. (703) 302-7908 or 302-7840

The Diplomatic Telecommunications Service, Program Office (DTS-PO) supports Telecommunications Services for all U.S.- Government activities conducted out of diplomatic and consular establishments abroad.

The Diplomatic Telecommunications Service, Program Office (DTS-PO) is located in Fairfax, Virginia. In Fiscal Year 1999 the DTS-PO purchased over \$56.6 million in goods and services. The majority of these purchases were commercial services totaling \$100,000 or more. Supplies include telecommunications equipment and supplies, computer equipment and peripherals, software, expendable and non-expendable office supplies, office furniture and office electronics. Services include telecommunication services, circuitry installation, support personnel, cleaning services, consulting services, hardware/software support, shipping and other miscellaneous goods and services.

Firms interested in selling to the DTS-PO should send descriptive literature on their product line(s), including prices, shipping terms and prices, and product support and warranty information, to the Chief, DTS-PO/ A/ ACQ, at the following address: U.S. Department of State, 3930 Pender Drive, Fairfax, VA 22030. Small, disadvantaged, and small women-owned businesses, service-disabled veterans and HUBZone firms should indicate their size and ownership status when mailing product information to the DTS-PO. (Fax 703-302-7892.

5. Office of Foreign Missions (DS/OFM)
Department of State
Room 357, SA-33
Washington, DC 20520-3301
Tel. (202) 895-3507

Limited acquisitions involving professional services and personal property in support of the office's mission, that of ensuring reciprocity of treatment between U.S. missions overseas and foreign missions in this country.

6. Foreign Service Institute (NFATC)
Department of State
4000 Arlington Blvd.
Arlington, VA 22204-1500
Tel. (703) 302-6770

Acquisitions involving instructors, linguists, other academic and training specialists, and personal property as needed to support the Institute's training mission.

7. Office of International Conferences (IO/OIC/A)
Department of State
Room 1428A, M.S.
Washington, DC 20520-6319
Tel. (202) 647-1771

Limited small purchase authority involving annual international conferences.

8. Bureau of Population, Refugees and Migration (PRM/C)
Department of State
Room 1215, SA-1
Washington, DC 20522-0112
Tel. (202) 663-1022

Small purchases, grants, and cooperative agreements supporting worldwide refugee matters.

9. United States Mission to the United Nations (USUN)
799 UN Plaza, Room 312
New York, NY 10017
Tel. (212) 667-4095

Small purchases involving services and personal property supporting the U.S. Mission to the United Nations.

10. Regional Procurement and Support Office
Florida Regional Center
Department of State
Ft. Lauderdale, FL 33309-5242
Tel. (954) 630-1166

Procurement for services and personal property procured in the United States in support of posts in Central and South America.

Other specialized procuring activities are described below:

11. Bureau of International Narcotics & Law Enforcement (INL/RM)
1st Floor, SA-4S
Washington, DC 20520
Tel. (202) 776-8718

Has authority to enter into small purchases, orders against GSA schedule contracts, and personal services contracts pursuant to the Foreign Assistance Act of 1961, as amended.

12. The Library, Office of IRM Programs and Services (A/RPS/IPS)
Business Center Staff
Department of State
Room 2442, M.S.
Washington, DC 20520
Tel. (202) 647-2196

Has authority to enter into small purchases and orders against GSA schedule contracts for acquisitions such as newspapers, books, maps, and periodicals.

13. The Regional Procurement Support Centers in Frankfurt, Ft. Lauderdale, Singapore, and Tokyo (RPSOs).

Full range of commodities and services for posts in each RPSO's geographical area of support (see pages A-10 through A-12). Worldwide medical acquisitions.

14. State Department Foreign Service Posts

Designated employees at State Department's Embassies and Consulates abroad have Certificates of Appointment from the Procurement Executive. These certificates, or warrants, provide authority to execute procurement actions up to \$100,000, and in some cases, at higher levels, without further approval from the Procurement Executive being required. Although services are generally obtained on the local market, posts often purchase goods from U.S. vendors, either directly or from GSA schedule. Firms interested in marketing their product to U.S. posts abroad may send a line card and price list or similar information directly to posts using the APO addresses listed in the booklet, *Key Officers of Foreign Service Posts* (see order form on page E-3).

NOTE: Key Officers booklet is available free of charge via Bureau of Public Affairs Internet address: <http://www.state.gov>

DOS Grant and Cooperative Agreement Opportunities

Office of Overseas Schools (A/OPR/OS)
Department of State
Room H328, SA-1
Washington, DC 20522
Ms. Barbara La Brie
Tel. (202) 261-8200

Grants for the provision of assistance to elementary and secondary schools abroad to assure that appropriate educational programs are provided for dependents of American citizens.

Bureau of Oceans and International Environmental and Scientific Affairs (OES)
Department of State
Room 7821, Main State
Washington, DC 20520
Ms. Robin Lambert
Tel. (202) 647-4759

Grants related to the conduct of research and promotion of international cooperation on environmental and other scientific issues.

Bureau of Intelligence and Research (INR/RES)
Department of State
Room 404, SA-5
Washington, DC 20522-0504
(Vacant)
Tel. (202) 736-4572

Grants for the provision of stable, long-term financing for advanced research; graduate and language training; public dissemination of research data (e.g., methods and findings); and contact and collaboration among government and private specialists.

Bureau of Population, Refugees & Migration (PRM)
Department of State
Room L505, SA-1
Washington, DC 20522-0105
Ms. Emily Krantz
Tel. (202) 663-1022

Cooperative agreements for the provision of food, health and training activities and medical services for refugees in camps of first asylum.

Educational and Cultural Affairs (ECA)
Department of State
301 - 4th Street, S.W., SA-44
Washington, DC 20547
David Whitten
Tel. (202) 619-4597

The Bureau of Educational and Cultural Affairs administers a broad range of international exchange programs authorized by the Fulbright-Hays Act (the Mutual Educational and Cultural Exchange Act of 1961). Programs include the Fulbright Program for American and foreign students, scholars and teachers, and related academic exchange programs; the International Visitor Program, which brings potential leaders from other countries to the United States to

consult with their counterparts and for a broader exposure to American society and values; and the Citizen Exchange Program, which provides grant support to the exchange programs of American educational, cultural and non-profit organizations. The Bureau is required by its enabling legislation to reflect the diversity of the American people and its society and thought in its programs, and actively seeks the involvement of participants in its programs that will support achieving this mandate.

Bureau of Diplomatic Security (DS/CIS/IST/ASD/CAP)
Department of State
3rd Floor, SA-3
Washington, DC 20522-1003
Ms. Donna Taylor
Tel. (202) 663-0011

Cooperative agreements with state and local governments and institutions of higher learning for security-related training and training evaluation.

Credit Card Sales

The General Services Administration has awarded contracts to six firms, including Citibank, to provide charge card services to the U.S. Government. These Government-wide contracts became effective on November 30, 1998 and replaced the travel card (American Express), the IMPAC purchase card (U.S. Bank, formerly Rocky Mountain Bank) and the fleet card (Wright Express). The Department of State has selected Citibank for all three business lines (travel, purchase and fleet). USAID, and Peace Corps are included as tag-along agencies in the Department's task order issued on July 2, 1998 to Citibank.

A Citibank Visa or MasterCard was issued to certain Department employees under a delegation of purchase authority to pay for certain types of purchases for office supplies, copier supplies and maintenance, books and subscriptions; and repair of property and equipment (other than building property). Merchants who do not offer sales through the Visa or MasterCard associations may want to contact Citibank for information.

A matrix outlining the availability of credit card holder lists at the various federal departments and agencies is available for viewing at www.statebuy.gov/home.htm. (See Appendix 1 for stats on Department of State credit card spending.)

Regional Procurement and Support Office

American Consulate General/Frankfurt

The American Consulate General in Frankfurt, Germany, has a Regional Procurement and Support Office (RPSO) that supports the purchasing needs of many of the other American embassies abroad, particularly those in Europe, the Near East, Africa, and posts in the newly independent states (formerly the U.S.S.R.).

In Fiscal Year 1999, RPSO/Bonn purchased over \$15 million in goods and services. The majority of these purchases are under \$100,000 ("simplified acquisition"). Acquisitions include: medical supplies and equipment, computers and peripherals, software, large household appliances, expendable and non-expendable office supplies, furniture, subscriptions and books, educational materials, vehicles and spare parts, construction materials and supplies, and other miscellaneous goods and services.

Firms interested in selling to the RPSO/Germany should send descriptive literature on their product line, including prices, RPSO/Germany, c/o American Consulate General, Frankfurt, PSC 115, Attn: RPSO, APO AE 09213-0115. Small, small minority-owned, and small women-owned businesses should clearly indicate their size and ownership status when mailing product information to RPSO/Germany. While overseas posts, including RPSO/Germany, are not required by law to comply with U.S. domestic policy concerning Federal socioeconomic procurement preference programs, posts attempt to observe such policy where practicable (Fax 011-49-69-7535-3340).

U.S. Embassy/Tokyo

The U.S. Embassy in Tokyo, Japan, has a Regional Procurement and Support Office (RPSO) that supports the purchasing needs of many of the other American Embassies and Consulates abroad, particularly those in the former Soviet bloc of nations and the Commonwealth of Independent States (CIS), Africa, the Near East, the Middle East, and the Far East.

In Fiscal Year 1999, RPSO/Tokyo purchased over \$6 million in goods and services. The majority of these purchases were under \$100,000 ("simplified acquisition") and fall into three main categories: (1) Japanese-made automobiles with right-hand steering, and with left-hand steering for which no other available source exists in the particular constituent location for parts, supplies, and services; (2) automobile parts for vehicles made in Japan; (3) airfreight and shipping services to constituent posts of American Embassy Tokyo; and other miscellaneous goods and services that do not fall into any of the other categories.

Firms interested in selling to the RPSO /Tokyo should send descriptive literature on their products line(s), including prices, to Leo Penn, Director, RPSO Tokyo, c/o American Embassy /Tokyo, Unit 45002, Box 212, APO AP 96337-0001. Small, small minority-owned, and small women-owned businesses should clearly indicate their size and ownership status when mailing product information to RPSO /Tokyo. Although overseas posts, including RPSO /Tokyo, are not required by law to comply with U.S. domestic policy concerning Federal socioeconomic procurement preference programs, posts attempt to observe such policy where practicable. (FAX 011-81-3-3505-1862).

U.S. Embassy/Singapore

The U.S. Embassy in Singapore has a Regional Procurement Support Office (RPSO) that supports the purchasing needs of many of the other American Embassies and Consulates abroad, particularly those in the East Asian and Pacific and the South Asian regions.

In Fiscal Year 1999, Singapore purchased over \$2 million in goods and services. The majority of these purchases were under \$100,000 ("simplified acquisitions"). Supplies purchased include heating and air-conditioning equipment, household appliances, other small electrical appliances and equipment, consumer and office electronics, medical supplies, motor vehicles and motor vehicle parts and supplies, computer equipment and software, office equipment, household and office furniture, and construction materials and supplies. The electrical power application used in the regions served by RPSO Singapore is 220V/50Hz. Services include building maintenance (cleaning, gardening, HVAC, etc.), security guards, computer systems, architect-engineer, construction, equipment leases, and airfreight and seafreight shipping.

Firms interested in selling to the RPSO Singapore should send descriptive literature on their product line(s), including prices, shipping terms and prices, and product support and warranty information, to the Director, RPSO Singapore, at the following address: American Embassy, PSC 470 Box RPSO, FPO AP 96534-0001. Small, minority, and small women-owned businesses should indicate their size and ownership status when mailing product information to RPSO Singapore. While overseas posts, including RPSO Singapore, are not required by law to comply with U.S. domestic policy concerning Federal socioeconomic procurement preference programs, posts attempt to observe such policy where practicable.

Additional information on RPSO Singapore can be found on the U.S. Department of State, Office of the Procurement Executive's Acquisition Home Page, under the category "Acquisition Organizations." The Internet address is <http://www.statebuy.gov/home.htm>. RPSO Singapore's facsimile number is 011-65-476-9003.

Florida Regional Center

A Regional Procurement Support Office (RPSO) was formally opened in December 1993 at the U.S. Department of State's Florida Regional Center located in Ft. Lauderdale, FL. RPSO-FL was established to support the procurement needs of the American Embassies, Consulates, or other posts located in the Central/South American, Caribbean, and certain West African countries.

In Fiscal Year 1999, RPSO-FL purchased over \$12 million in goods and services, most of it with U.S. small businesses. The majority of these purchases were under \$100,000 ("simplified acquisition"). Purchases include heating and air-conditioning units and repair parts; computer equipment and software; small/large household appliances; office electronics; medical supplies/equipment; automotive parts/tires; electrical equipment/supplies; telecommunications equipment/supplies; construction materials/supplies; household/office furniture; printing requirements; and carpet/flooring supplies and equipment. Services are expected to be lawn care/gardening; equipment leases; computer services; small architect-engineer and construction services; and airfreight/ocean freight and other shipping or courier services; facility rental; janitorial services; guard services; printing services; and life/health and retirement plans.

Firms interested in doing business with the RPSO-FL should forward descriptive literature on their product/service line(s), including prices, to Mark Toler, Director RPSO-FL, Florida Regional Center, 4000 N. Andrews Drive, Ft. Lauderdale, FL 33309. Small, small minority-owned, and small women-owned businesses should clearly indicate their size/ownership status when contacting RPSO-FL. For additional information, you may also call (305) 630-1164 or FAX (954) 630-1165.

Top-Spending Posts for FY-1999

(extracted from Competition Advocates' Report)

(in U.S.\$)

| | |
|---------------------------|-------------------|
| Frankfurt, Germany | over \$15 million |
| Vienna, Austria | over \$9 million |
| Rome, Italy | over \$7 million |
| Athens, Greece | over \$7 million |
| Paris, France | over \$6 million |
| Tokyo, Japan | over \$6 million |
| Brussels, Belgium | over \$4 million |
| Manila, Philippines | over \$4 million |
| Bangkok, Thailand | over \$3 million |
| Tbilisi, Georgia | over \$3 million |
| Brasilia, Brazil | over \$3 million |
| Amman, Jordan | over \$3 million |

Largest Number of Contract Actions by Post

| | |
|------------------|-----------|
| Brussels | Warsaw |
| Belgrade | Canberra |
| Nassau | Paris |
| Tbilisi | Guangzhou |
| Ankara | Helsinki |
| Lilongwe | Shenyang |
| Dhaka | Singapore |
| Bern | Rome |
| Ho Chi Minh City | Istanbul |

More detailed information on post-specific statistical data is available in the Department of State's Annual Competition in Contracting Report. To receive a copy, contact the Competition Advocate on (703) 516-1687.

Acquisition In Support of the Office of Foreign Buildings Operations

Congress has authorized funds to be appropriated to carry out diplomatic security construction, acquisitions, and operations pursuant to the Department of State's Supplemental Diplomatic Security Program and Foreign Service Buildings Act.

Information regarding these projects is released through the **Commerce Business Daily** and other construction trade publications when the projects are ready to be designed, constructed, or government-furnished materials are to be purchased.

Firms interested in performing Embassy construction should direct their attention to Section 402 of the Omnibus Diplomatic Security and Antiterrorism Act of 1986. Section 402 addresses preference for U.S. contractors, qualifications criteria, and subcontracting limitations on diplomatic construction projects.

Limited contracting opportunities may exist for government-materials (GFM) such as bills of material (BOMs) for post communication centers and for security materials. Interested firms should contact Benita Williams at the following address:

Department of State
A/LM/AQM/FBD/SB
Room 528, SA-6
Washington, DC 20522-0602
Telephone: (703) 875-5429

Any firm that has new or innovative technical security or electronic CM products, which could be used to enhance security at a U.S. Embassy abroad, may contact the Chief of Countermeasures Programs Division at the following address:

Department of State
DS/ST/CMP
7th Floor, SA-3
Washington, DC 20522-1003
Telephone: (202) 663-0704

Other products such as bullet-proof glass, closed-circuit televisions, intrusion detection devices, and the like, are also part of the procurement pattern under the security program. Firms wishing to market such products should contact Bob Benker of the Department's Physical Security Division at the address listed on page A-20.

Firms interested in performing services related to Embassy security such as security engineering, construction management, construction surveillance, and the like, should contact the following areas:

Department of State
A/FBO/PE/CSM
Room 711, SA-6
Washington, DC 20522-0602
Attn: Mr. Clifton Flowers
Telephone: (703) 516-1637

Department of State
DS/PSD/CSB
10th Floor, SA-14
Washington, DC 20522-0602
Attn: Mr. Bob Benker
Telephone: (703) 312-3115

For planning purposes, it is projected that during FY 2001/2002, architect/engineer and/or construction projects will be advertised or contracts awarded for the following Foreign Service Posts: Abuja, Nigeria; Luanda, Angola; Bangkok, Thailand; Guangzhou, China; Seoul, Korea; Berlin, Federal Republic of Germany; Beirut, Lebanon; Damascus, Syria; Beijing, China; Accra, Ghana; Canberra, Australia; Jakarta, Indonesia; Brasilia, Brazil; Brussels, Belgium; London, United Kingdom; Moscow, Russia; Mumbai, India; Paris, France; Abidjan, Ivory Coast; Sofia, Bulgaria; and Yerevan, Armenia.

Notification of Metric Transition

In 1975 and 1988, legislation was enacted that denoted the metric system of measurement as the preferred system of weights and measures for the United States Trade and Commerce. Furthermore, Executive Order 12770 promoted the use of the metric system of weights and measures through contracts, grants, and other business-related activities to the extent economically feasible.

The metric system can provide substantial advantages to the Federal Government in its operations, and the Department of State, unique in its international mission and environment, has an important role to play in the Federal Government's transition.

Therefore, all employees of the Department, as well as those businesses that do business with the Department, are encouraged to participate in moving departmental functions to the metric system of weights and measures.

Any questions regarding the Department of State Metric Transition Program should be directed to Mr. Robert E. Lloyd in the Office of the Procurement Executive.

U.S. Department of State Washington, D.C. 20520

It is the Department of State's policy to maximize competition in contracting under applicable procurement regulations. Advertising and competition are mandated by these regulations. Consequently, the following user-office contacts are provided for program information only. Any questions regarding the competition in contracting practices of the Department should be directed to:

Ms. Mary Ackerman
Departmental Competition Advocate
(Mailing Address)
U.S. Department of State
A/OPE/CA, Room 603, SA-6
Washington, DC 20522-0602 Telephone: (703) 516-1687

Alternative Disputes Resolution

The Administrative Dispute Resolution Act of 1990 and the National Performance Review of 1993 encouraged agencies to use Alternative Dispute Resolution (ADR) techniques in resolving disputes. Executive Order 12979, Agency Procurement Protest, signed October 26, 1995, calls for agency heads to establish administrative procedures for resolving bid protests at the agency level "as an alternative" to outside protest forums.

Formal litigation of these matters is a long and costly process that oftentimes establishes an adversarial relationship between the Government and the private sector. ADR, on the other hand, includes a wide range of resolution techniques, tends to be less costly, and is far more efficient than litigation. It also keeps resolution of the matter within the control of the disputants. The parties choose the ADR method of resolution; establish the rules of engagement; determine who will be the decision-makers; define the issues; and otherwise control the entire process.

Some of the ADR techniques that may be used include mini-trials, mediation, fact-finding, and arbitration. Resolution of the matter is approached from a "partnership" standpoint, with a common goal to preserve the business relationship and avoid the costs and delays so often experienced in formal litigation. We encourage use of ADR whenever possible.

Requests for DOS Contracts, Etc.

Copies of current contracts, or other Department of State documents, may be requested through the Freedom of Information Act (FOIA), 5 U.S.C. 552. Department regulations applicable to FOIA requests are in Volume 22 of the Code of Federal Regulations, Part 171. In general, FOIA requests must be submitted in writing containing enough information about the documents requested to permit the Department to locate them with a reasonable amount of effort. Requesters also must state their agreement to pay any applicable processing costs in their request letters. (See 22 C.F.R. §171.13–15). Requests should be addressed to:

Office of IRM Programs and Services

A/RPS/IPS, SA–2

Department of State

515 22nd Street, N.W.

Washington, DC 20522–6001

Telephone inquiries number: 202–647–6070

Fax number: 202–647–5094

<http://www.foia.state.gov>

NOTE: See Appendix 2 for stats on contract award spending in top 25 SIC Codes (domestic).

User-Office Contacts

Architectural, Engineering, and Design Services (Construction)

- Office of Acquisition
Room L600, SA–6
Ms. Patricia Regalo-Warren Telephone: (703) 875–6282
- Office of Small & Disadvantaged Business Utilization
Room 633, SA–6
Mr. Louis Pruitt (Program Coordinator) Telephone: (703) 875–6586
- Office of Real Property Management (Domestic)
Room 1264, M.S.
Mr. Tom Sgroi Telephone: (202) 647–2852

Building Interior Furnishings (Foreign)

- Office of Foreign Buildings
Room 1201, SA–6
Ms. Vivien Woofter Telephone: (703) 875–6263
- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213–0115 Telephone: 011–49–69–7535–3330

Building Maintenance and General Services

(Includes labor services, local transportation services, etc.)

- General Services Division
Room B258, M.S.
Mr. Larry Foss (transportation) Telephone: (202) 647-3628
Room B229
Ms. Shirley Beard (labor services) Telephone: (202) 647-3611
- Office of Operations
Facilities Management and Support Services
Room B2A61, M.S.
Mr. Frank Bright Telephone: (202) 647-6001

Facilities Maintenance:

Office of Foreign Buildings
Room L200, SA-6
Mr. William Hedges Telephone: (703) 875-6867

Building Materials/Supplies

(Includes plumbing supplies, paint manufacturing, carpentry supplies, retrofit, industrial supplies, and equipment, etc.)

- Office of Foreign Buildings
Mr. Fred Bunke (Moscow)
Room 1139, SA-6 Telephone: (703) 875-5796
- Florida Regional Center
4000 N. Andrews Drive
Ft. Lauderdale, FL 33309 Telephone: (305) 630-1164
Mr. Mark Toler
- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213-0115 Telephone: 011-49-69-7535-3330

Cartographic Services

Office of the Geographer
Room 8742, M.S.
Mr. William Wood Telephone: (202) 647-2021

Catering Services

Office of Protocol
Room 1238, M.S.
Mr. Charles Kim

Telephone: (202) 647-1700

Computer Supplies and Accessories

- Bureau of Information Resource Management (IRM/CST)
Room 4428, M.S.
Mr. John Cabral
Telephone: (202) 647-2900

(IRM/ APR/IAP)
Room 225, SA-4
Mr. Ken Hill
Telephone: (202) 776-7974
- Office of Acquisition, Simplified Acquisition Branch (A/LM/ AQM/SPB)
Room 528, SA-6
Ms. Millie Pugliese
Telephone: (703) 875-5816
- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213-0115
Telephone: 011-49-69-7535-3330

Construction Services (Foreign)

- Office of Foreign Buildings
Mr. William L. Young (Const. Management)
Room 703, SA-6
Telephone: (703) 875-6300

Office of Small & Disadvantaged Business Utilization
Mr. Louis Pruitt (Program Coordinator)
Room 633, SA-6
Telephone: (703) 875-6586
- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213-0115
Telephone: 011-49-69-7535-3330

Educational Materials/Supplies

- Office of Overseas Schools
Room H328, SA-1
Dr. Keith D. Miller
Telephone: (202) 261-8200

- Foreign Service Institute
Room F2125, SA-42
Ms. Jayetta Oates

Telephone: (703) 302-7233

Electronic and Physical Security Services/Equipment

(Includes security engineering, technical security, counter-terrorism, audio countermeasures, personal protective equipment, firearms and ammunition, safety and escape mechanisms, special first-aid kits, etc.)

Bureau of Diplomatic Security
Mr. Bob Benker
10th Floor, SA-14

Telephone: (703) 312-3115

Engineering Services (Construction)

- Office of Acquisition
Ms. Patricia Regalo-Warren
Room L600, SA-6

Telephone: (703) 875-6282

- Office of Foreign Buildings Operations

Mr. Patrick Collins (architectural)
Room 306, SA-6

Telephone: (703) 875-6189

Mr. Harry Marinos (electrical)
Room 414, SA-6

Telephone: (703) 875-6143

Mr. George Glavis (mechanical)
Room 324, SA-6

Telephone: (703) 875-6216

Mr. Sedat Asar (structural)
Room 343, SA-6

Telephone: (703) 875-6190

- Office of Real Property Management, Design, and Construction Division (Domestic)
Mr. Tom Sgroi
Room 1264, M.S.

Telephone: (202) 647-2852

- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213-0115

Telephone: 011-49-69-7535-3330

Engineering Services (Non-Construction)

- Bureau of Diplomatic Security (DS/CIS/IST)
5th Floor, SA-3
Mr. Don Schurman (Security R&D)

Telephone: (202) 663-0367

- Bureau of Information Resource Management (IRM/CST/BC)
Room 4428, M.S.
Mr. John Cabral Telephone: (202) 647-2900

Environmental Sciences

- Office of Foreign Buildings Operations

Air, water, geotechnical, asbestos, etc.
Mr. Alan McGrath
Room L200, SA-6 Telephone: (703) 875-5775

Safety, Health and Environmental Management Services
Mr. Stephen C. Urman
Room L300, SA-6 Telephone: (703) 875-4137
- Office of Operations, Facilities, Management, and Support Services
Mr. Frank Bright
Room B2A61, M.S. Telephone: (202) 647-6001

Furnishings and Appliances, Office and Household

(Includes household and office furniture, floor coverings, draperies, awnings, etc.)

- Office of Foreign Buildings
Room 1201, SA-6
Ms. Vivien Woofter Telephone: (703) 875-6263
- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213-0115 Telephone: 011-49-69-7535-3330

(Subcontracting opportunities may also exist within major, competitively awarded contracts of approximately \$5 million per annum. Contact Ms. Wanda Bowman, GSA, at (703) 305-5213.)

Information Technology Products and Services

- Information Resource Management
Vendor Liaison Coordinator
IRM/OPS/CST/BC
Room 4428, M.S.
Carol Workman Telephone: (202) 776-8823
- Bureau of Information Resource Management (IRM/CST/BC)
Room 4422, M.S.
Ms. Charmaine Iversen Telephone: (202) 647-1003

- Bureau of Consular Affairs
Room L415, SA-1
Mr. Alan Dahl Telephone: (202) 663-1107
- Office of Passport Services
Room 500, SA-17
Mr. Richard Martin Telephone: (202) 955-0246
- Foreign Service Institute
Room F1304, SA-42
Ms. Linda Coble Telephone: (703) 302-7201
- Bureau of Diplomatic Security
6th floor, SA-3 (DS/OA/SYS)
Mr. Robert Cobert Telephone: (202) 663-0434
- Bureau of Financial Management and Policy (FMP/EX)
15th Floor, SA-1
Ms. Lisa Chichester Telephone: (202) 261-8733
- Office of Information Resources Management (S/S-IRM/SMD)
Room 7512, M.S.
Mr. Kenneth Matthiesen Telephone: (202) 647-0867
- Bureau of Personnel (PER/EX/IM)
Room H-800, SA-1
Ms. June Daniels Telephone: (202) 261-8284
- American Consulate General, Frankfurt
PSC 115, Attn: RPSO
APO AE 09213-0115 Telephone: 011-49-69-7535-3330
- Bureau of Intelligence and Research (INR/EX)
Room 2247, M.S.
Mr. Gilbert Crampton Telephone: (202) 647-7549
- Office of IRM Programs & Services (A/RPS/IPS/AAS)
Room 3073, SA-2
Mr. Steve Lauderdale Telephone: (202) 261-8370

(Additional Points of Contact for Information Technology Products and Services are located on page A-29.)

International Political and Economic Affairs and Research

Bureau of International Narcotics and Law Enforcement Affairs

1st Floor, SA-4

Mr. Tim Henderson

Telephone: (202) 776-8718

Labor Services

General Services Division

Room B258, M.S.

Ms. Shirley Beard

Telephone: (202) 647-1634

Language/Translation Services

Office of Language Services

Room H1400, SA-1

Ms. Brenda Sprague

Telephone: (202) 261-8777

Library/Subscription Services

Office of IRM Programs and Services (A/RPS/IPS)

Room 2442C, M.S.

Ms. Alpha Rose

Telephone: (202) 647-1875

(Manages Department's Commercial Library Program.)

Machine and Equipment Maintenance/Repair (other than ADP)

Office of Operations

Room B2A61, M.S.

Mr. Frank Bright

Telephone: (202) 647-6001

Medical Services/Supplies

Medical Services

Room 216, SA-1

Ms. Maria Melchiorre

Telephone: (202) 663-1803

Mental Health Care/Services

Office of Medical Services

Employee Services Division

Room 223, SA-1

Telephone: (202) 663-1903

Ms. Anne Weiss

Room H246, SA-1

Telephone: (202) 663-1816

Messaging Systems

- Bureau of Information Resource Management, Messaging Systems
(IRM/OPS/MSO)
SA-14
Mr. Phil Nichols Telephone: (703) 912-8144
Mr. Ed Courlang Telephone: (703) 912-8000
- Beltsville Messaging Center
SA-26
Mr. John Hedges Telephone: (301) 985-8005

Multi-Media Services

- Office of Multi-Media Services (A/RPS/MMS)
Room 1853, M.S.
Mr. Gregory Liverpool Telephone: (202) 647-1632
Mr. Stanley Klem Telephone: (202) 647-1267
Mr. Wesley Williams Telephone: (202) 647-1286
- Foreign Service Institute (FSI/EX/AVF)
Room F1328, SA-42
Mr. Tom Bash Telephone: (703) 302-6788
- Bureau of Diplomatic Security (DS/PLD/TC)
Room 380A, SA-11
Ms. June Callahan Telephone: (703) 204-6233

Networking/Telecommunications

- Diplomatic Telecommunications Program Office
(DTS/PO/Admin/ACQ)
SA-34
Ms. Jennifer Fredrick Telephone: (703) 912-7908
- Bureau of Information Resource Management (IRM/CST/BC)
Room 4422, M.S.
Ms. Charmaine Iversen Telephone: (202) 647-1003
Mr. John Cabral Telephone: (202) 647-2900
Room 4428

Overseas Employee Associations

Manufacturers and distributors interested in selling wholesale grocery products, exchange items, and recreational supplies to U.S. Employee Associations overseas should contact:

Office of Commissary and Recreation Affairs (A/OPR/ST/CR)

Room L120, SA-1

Washington, DC 20522-0101

Ms. Diane DeVivo, Director

Telephone: (202) 663-1330

Email: crlogon@erols.com

Fax (202) 663-1329

CR conducts a training conference with a trade show for the association managers every other year in the Washington, DC area. For information regarding future conferences/trade shows, please contact CR at the above address. (See page A-32 for a list of overseas posts having U.S. Employee Associations. Those posts are annotated with an asterisk (*).)

Recycled Products (Construction and Janitorial Supplies Only)

Office of Facilities Management and Support Services (OPR/FMSS)

Room 1481, M.S.

Ms. Barbara Martin

Telephone: (202) 647-6544

Safety and Rescue Equipment

- Bureau of Diplomatic Security (DS/CMP/SDE)

SA-7

Mr. Alexander Hopkins

Telephone: (703) 644-3201

- Office of Foreign Buildings

Room L300, SA-6

Mr. Bruce Sincox

Telephone: (703) 875-6983

Simplified Acquisitions

Office of Acquisition

Room 528, SA-6

Mr. James Durham (Information Technology) Telephone: (703) 875-6053

Ms. Ann Truitt (Domestic, non-IT) Telephone: (703) 875-6040

Mr. Edward Muller (Regional Acquisition) Telephone: (703) 875-6010

Foreign Buildings Related

Room L-600, SA-6

Mr. LeRoy Wallin

Telephone: (703) 875-6286

FSU, the Office of Acquisition's Foreign Service Unit in the Department of State, serves as a liaison between vendors and the Department's Foreign Service posts. Vendors seeking to market Embassies in specific geographic regions may do so directly, using the list beginning on page A-32. See pp. A-4 through A-7 for other organizations having small purchase authority.

Training

- Office of Civil Service Career Development and Assignments
Room 2429, M.S.
Ms. Charlene Grigsby Telephone: (202) 647-7252
- Office of Equal Employment Opportunity and Civil Rights
Room 4216, M.S.
Mr. Thomas Jefferson Telephone: (202) 647-9295
- Foreign Service Institute
National Foreign Affairs Training Center
Room F2210, SA-42 Telephone: (703) 302-7141

Ms. Kathleen James (Language) Telephone: (703) 302-7242

Ms. Christine Fulena (Clerical/ Adminis.) Telephone: (703) 302-4140

Mr. Richard Jackson (Area Studies)
Room F3422, SA-42 Telephone: (703) 302-6858

Ms. Colleen Lewis (Contracts)
Room 2129, SA-42 Telephone: (703) 302-7220
- Bureau of Diplomatic Security
Room 320A, SA-11
Ms. June Callahan Telephone: (703) 204-6233
Registrar (703) 204-6100

The State Department Training Programs with government-wide application should, in most instances, be channeled through the Office of Personnel Management (OPM). Contact Vivian Bethea, Acting Director, OSDBU, at OPM on (202) 606-1464 for information.

Transportation/Packing/Shipping/Storage (Household Effects)

- Office of Transportation
Room 1058A, M.S.
Ms. Noreen Sneddon Telephone: (202) 647-3718

Ms. Reaver Clements (Contracts) Telephone: (703) 875-5077

Warehousing/Material Handling Equipment

- Bureau of Diplomatic Security (DS/PEL/SEM)
Room 109, SA-7
Mr. Stuart Rettie
Telephone: (703) 644-3326
- Office of Operations (A/LM/OPS)
Department of State
SA-21, 7500 Boston Blvd.
Springfield, VA 22153
Ms. Jacqueline Green
Telephone: (703) 912-8450
- Florida Regional Center (FRC)
Administrative/General Services Officer
Department of State
4000 North Andrews Avenue
Ft. Lauderdale, FL 33309-5242
Telephone: (954) 630-1100

* * * * *

For further information contact:

Mrs. Durie White
Operations Director, Office of Small and
Disadvantaged Business Utilization
Room 633, SA-6
Washington, DC 20522-0602
Email: whitedn@state.gov
Telephone: (703) 875-6822

Mr. Gregory Mayberry
Associate Operations Director, Office of Small and
Disadvantaged Business Utilization
Room 633, SA-6
Washington, DC 20522-0602
Email: mayberrygn2@state.gov
Telephone: (703) 875-6823

Mr. Shapleigh Drisko
Senior Procurement Analyst, Office of Small and
Disadvantaged Business Utilization
Room 633, SA-6
Washington, DC 20522-0602
Email: driskosc@state.gov
Telephone: (703) 875-4240

Mr. Louis Pruitt
Foreign Buildings Program Coordinator, Office
of Small and Disadvantaged Business Utilization
Room 633, SA-6
Washington, DC 20522-0602
Email: pruittlh2@state.gov

Telephone: (703) 875-6586

POINTS OF CONTACT FOR STATE DEPARTMENT INFORMATION TECHNOLOGY PRODUCTS AND SERVICES

| Bureau | POC | Telephone |
|----------------|-------------------------------------|--------------|
| A/DTS-PO/SG | Edward Sestak, Chief, Systems Group | 703/302-7955 |
| A/FBO/RMO/IRM | Joe Galla | 703/516-1580 |
| IRM/OPS/CST/BC | John Cabral | 202/736-4220 |
| IRM/APR/IAP/PL | Ken Alms | 202/663-1410 |
| S/S-EX | Daniel McLe, Director, IRM | 202/647-2977 |
| OIG/AUD | Greg Linden, Acting, IM Division | 703/284-2600 |
| AF/EX/SYS | Barnaby Walsh | 202/647-2774 |
| OIG/PPM | Ken Kobilarcik, Systems Support | 703/284-1802 |
| A/EX/IRM | Greg Ellis, Chief | 202/647-9821 |
| CA/EX/CSD | Travis Farris | 202/663-1101 |
| CA/PPT/TD | Richard Martin | 202/955-0253 |
| DS/CIS/ISD | Mary Stone Holland | 202/663-2047 |
| EB/EX | Theresa Simmington/Jack Price | 202/647-4056 |
| FMP/EX | Rob Price, Systems Support | 202/261-8733 |
| IRM/CIO | Fernando Berbano | 202/647-2226 |
| DS/OFM/IM | Robert Mattox | 202/895-3579 |
| INR/EX/IS | Gilbert Crampton | 202/647-7549 |
| WHA/EX | Sharon Otto | 202/647-4478 |
| INL/RM/MS | Tim Henderson | 202/776-8718 |
| IRM/EX | Leslie Probst | 202/736-4220 |
| L/EX/IS | Peter DiMichele | 202/647-8323 |
| M/EX | Maria Melchiorre | 202/663-1748 |
| OES/EX | Michael Bishton | 202/647-4349 |
| HR/EX/IM | June Daniels | 202/261-8284 |
| PM/EX | Bie Fox | 202/736-7401 |
| M/FSI/EX | Thomas J. McMahon | 703/302-6835 |
| PRM/EX | Bob Franks | 202/663-3197 |

Department of State

General Services and Administrative Officers

| <u>Bureau</u> | <u>Title</u> | <u>Telephone</u> | <u>Room</u> | <u>Zip Code</u> |
|---------------|--------------------------|------------------|----------------------------|-----------------|
| A/EX | Administrative Officer | 202-647-8883 | 3800, M.S. | 20520-6310 |
| A/FBO/RMO | General Services Officer | 703-875-6355 | 1308, SA-6 | 20522-0602 |
| AF/EX | General Services Officer | 202-647-1298 | 3517, M.S. | 20520-3430 |
| CA/EX | General Services Officer | 202-663-2500 | 10 th Fl., SA-1 | 20522-0111 |
| DS/EX | General Services Officer | 202-663-0660 | 8th Fl, SA-10 | 20522-1003 |
| DS/OFM/AO | General Services Officer | 202-895-3511 | 358, SA-33 | 20522 |
| EAP/EX | General Services Officer | 202-647-9054 | 4313A, M.S. | 20520-6310 |
| EB/EX | General Services Officer | 202-647-2720 | 6820, M.S. | 20520-5818 |
| ECA/EX | General Services Officer | 202-619-4949 | 336, SA-44 | 20522 |
| EUR/EX | General Services Officer | 202-647-7519 | 5424, M.S. | 20520-6511 |
| FMP/EX | Administrative Officer | 202-663-2077 | H1100, SA-1 | 20522-0111 |
| H | General Services Officer | 202-647-1714 | 7260, M.S. | 20520-7261A |
| HR/EX | Administrative Officer | 202-663-2375 | H1103, SA-1 | 20522-0111 |
| INL/RM | Administrative Officer | 202-776-8750 | 1st Fl., SA-4 | 20522-2800 |
| INR/EX | General Services Officer | 202-647-1080 | 6639, M.S. | 20520-6510 |
| IO/EX | General Services Officer | 202-647-9326 | 1509, M.S. | 20520-6319 |
| IRM/EX | General Services Officer | 202-647-0661 | 4428, M.S. | 20520-2428 |
| L/EX | Administrative Officer | 202-647-8323 | 5519, M.S. | 20520-6310 |
| M/DGP/MED/EX | General Services Officer | 202-663-1611 | L209A, SA-1 | 20522-0102 |
| M/FSI/EX | General Services Officer | 703-302-6729 | F2205, SA-42 | 20522-4201 |
| NEA/SA/EX | General Services Officer | 202-647-3269 | 4253, M.S. | 20520-6258 |
| NP-AC-PM/EX | General Services Officer | 202-647-3442 | 5725, M.S. | 20520-5666 |
| OES/DRL/EX | Administrative Officer | 202-647-3622 | 7820, M.S. | 20520-7818 |
| OIG/PPM/EX | Administrative Officer | 202-647-5013 | 6817, M.S. | 20520-6817 |
| PA/EX | General Services Officer | 202-647-9606 | 6800, M.S. | 20520-6800 |
| PRM/EX | General Services Officer | 202-663-1520 | 505, SA-1 | 20522-0112 |
| S/CPR/EX | Administrative Officer | 202-647-1700 | 1238, M.S. | 20520-1238 |
| S/S/EX | General Services Officer | 202-647-7457 | 7511A, M.S. | 20520-7310 |
| WHA/EX | General Services Officer | 202-647-3318 | 3906, M.S. | 20520-6258 |

Abbreviations and Symbols

| | |
|--------|--|
| A/DTS | Administration, Diplomatic Telecommunications Systems |
| A/EX | Administrations, Executive Office |
| AF | Africa |
| A/FBO | Administration, Foreign Buildings Operations |
| CA | Consular Affairs |
| DS | Diplomatic Security |
| EAP | East Asian and Pacific Affairs |
| EB | Economic Bureau |
| EUR | European Affairs |
| FMP | Financial Management Policy |
| H | Legislative Affairs |
| INL | International Narcotics and Law Enforcement Affairs |
| INR | Intelligence and Research |
| IO | International Conferences |
| IRM | Information Resource Management |
| L | Legal Adviser |
| M | Management |
| M/FSI | Management, Foreign Service Institute |
| NEA | Near Eastern Affairs |
| OES | Oceans and International Environmental Scientific Affairs |
| OIG | Office of the Inspector General |
| PER | Personnel |
| PM | Political-Military Affairs |
| PRM | Population, Refugees and Migration |
| S/S | Secretariat Staff |
| USNATO | United States Mission to the North Atlantic Treaty |
| USINT | United States Interests Section |
| USLO | United States Liaison Office |
| ICAO | International Civil Aviation Organization |
| UNEP | United Nations Environment Program |
| UNESCO | United Nations Educational, Scientific, and Cultural Organizations |
| USUN | United States Mission to the United Nations |
| USOECD | United States Mission to the Organization for Economic Cooperation and Development |
| FODAG | Food and Agriculture Organizations |
| UNVIE | United States Mission to International Organizations in Vienna |
| USOAS | United States Mission to the Organization of American States |
| WHA | Western Hemisphere Affairs |

Department of State Foreign Service Posts

(Posts annotated with an asterisk (*) operate Overseas Employee Associations.)

Location of Office

Type of Office

A

| | |
|----------------------------------|-------------------|
| Abidjan, Cote d'Ivoire* | Embassy |
| Abu Dhabi, United Arab Emirates* | Embassy |
| Abuja, Nigeria | USEO |
| Accra, Ghana* | Embassy |
| Adana, Turkey | Consulate |
| Addis Ababa, Ethiopia* | Embassy |
| Algiers, Algeria* | Embassy |
| Almaty, Kazakhstan* | Embassy |
| Amman, Jordan* | Embassy |
| Amsterdam, Netherlands | Consulate General |
| Ankara, Turkey* | Embassy |
| Antananarivo, Madagascar* | Embassy |
| Apia, Samoa | Embassy |
| Ashgabat, Turkmenistan | Embassy |
| Asmara, Eritrea | Embassy |
| Asuncion, Paraguay | Embassy |
| Athens, Greece* | Embassy |
| Auckland, New Zealand | Consulate General |

B

| | |
|----------------------------------|-------------------|
| Baku, Azerbaijan* | Embassy |
| Bamako, Mali* | Embassy |
| Bandar Seri Begawan, Brunei | Embassy |
| Bangkok, Thailand* | Embassy |
| Bangui, Central African Republic | Embassy |
| Banjul, The Gambia | Embassy |
| Barcelona, Spain | Consulate General |
| Beijing, China* | Embassy |
| Beirut, Lebanon | Embassy |

| | |
|--|--------------------------------|
| Belfast, Northern Ireland, U.K. | Consulate General |
| Belgrade, Serbia Montenegro | Embassy |
| Belize City, Belize | Embassy |
| Berlin, Federal Rep. of Germany | Embassy |
| Bern, Switzerland* | Embassy |
| Bishkek, Kyrgyzstan | Embassy |
| Bissau, Guinea-Bissau | Embassy |
| Bogota, Colombia* | Embassy |
| Brasilia, Brazil* | Embassy |
| Bratislava, Slovak Republic..... | Embassy |
| Brazzaville, Republic of the Congo | Embassy |
| Bridgetown, Barbados* | Embassy |
| Brussels, Belgium* | Embassy, USEU, USNATO |
| Brussels, Belgium | USNATO |
| Bucharest, Romania* | Embassy |
| Budapest, Hungary* | Embassy |
| Buenos Aires, Argentina* | Embassy |
| Bujumbura, Burundi | Embassy |

C

| | |
|--------------------------------|-------------------|
| Cairo, Egypt* | Embassy |
| Calcutta, India | Consulate General |
| Calgary, Canada | Consulate General |
| Canberra, Australia* | Embassy |
| Cape Town, South Africa | Consulate General |
| Caracas, Venezuela* | Embassy |
| Casablanca, Morocco | Consulate General |
| Chengdu, China | Consulate General |
| Chennai (Madras), India* | Consulate General |
| Chiang Mai, Thailand | Consulate General |
| Chisinau, Moldova | Embassy |
| Ciudad Juarez, Mexico* | Consulate General |
| Cluj-Napoca, Romania | Branch Office |
| Colombo, Sri Lanka* | Embassy |
| Conakry, Guinea | Embassy |

| | |
|-------------------------------|-------------------|
| Copenhagen, Denmark* | Embassy |
| Cotonou, Benin* | Embassy |
| Curacao, Netherlands Antilles | Consulate General |

D

| | |
|-------------------------------------|-------------------|
| Dakar, Senegal* | Embassy |
| Damascus, Syria* | Embassy |
| Dar Es Salaam, Tanzania* | Embassy |
| Dhahran, Saudi Arabia* | Consulate General |
| Dhaka, Bangladesh* | Embassy |
| Djibouti, Djibouti* | Embassy |
| Doha, Qatar | Embassy |
| Dubai, United Arab Emirates | Consulate General |
| Dublin, Ireland* | Embassy |
| Durban, South Africa | Consulate General |
| Dushanbe, Tajikistan | Embassy |
| Dusseldorf, Federal Rep. of Germany | Consulate General |

E

| | |
|---------------------------|-------------------|
| Edinburgh, Scotland, U.K. | Consulate General |
|---------------------------|-------------------|

F

| | |
|---|-------------------|
| Florence, Italy | Consulate General |
| Frankfurt Am Main, Federal Rep. of Germany | Consulate General |
| (American Consulate General, Frankfurt has a Regional Procurement Support Operation (RPSO). Product information should be directed to the Contracting Officer.) | |
| Freetown, Sierra Leone | Embassy |
| Fukuoka, Japan | Consulate |

G

| | |
|----------------------|------------------------------|
| Gaborone, Botswana* | Embassy |
| Geneva, Switzerland* | European Office of the UN |
| Georgetown, Guyana* | Embassy |
| Guadalajara, Mexico | Consulate General |

| | |
|----------------------------------|-------------------|
| Guangzhou, China | Consulate General |
| Guatemala City, Guatemala* | Embassy |
| Guayaquil, Ecuador | Consulate General |

H

| | |
|--|-------------------|
| Halifax, Canada | Consulate General |
| Hamburg, Federal Rep. of Germany | Consulate General |
| Hamilton, Bermuda | Consulate General |
| Hanoi, Vietnam* | Embassy |
| Harare, Zimbabwe* | Embassy |
| Havana, Cuba | USINT |
| Helsinki, Finland* | Embassy |
| Hermosillo, Mexico | Consulate |
| Ho Chi Minh City, Vietnam | Consulate General |
| Hong Kong, Hong Kong* | Consulate General |

I

| | |
|----------------------------|-------------------|
| Islamabad, Pakistan* | Embassy |
| Istanbul, Turkey* | Consulate General |

J

| | |
|----------------------------------|-------------------|
| Jakarta, Indonesia* | Embassy |
| Jeddah, Saudi Arabia* | Consulate General |
| Jerusalem, Jerusalem | Consulate General |
| Johannesburg, South Africa | Consulate General |

K

| | |
|--|-------------------|
| Kampala, Uganda* | Embassy |
| Karachi, Pakistan* | Consulate General |
| Kathmandu, Nepal* | Embassy |
| Khartoum, Sudan | Embassy |
| Kiev, Ukraine* | Embassy |
| Kigali, Rwanda* | Embassy |
| Kingston, Jamaica* | Embassy |
| Kinshasa, Dem. Rep. of the Congo | Embassy |
| Kolonia, Micronesia | Embassy |

| | |
|-------------------------------|-------------------|
| Koror, Palau | Embassy |
| Krakow, Poland | Consulate General |
| Kuala Lumpur, Malaysia* | Embassy |
| Kuwait, Kuwait* | Embassy |

L

| | |
|--|-------------------|
| Justright La Paz, Bolivia* | Embassy |
| Lagos, Nigeria* | Embassy |
| Lahore, Pakistan | Consulate |
| Leipzig, Federal Rep. of Germany | Consulate General |
| Libreville, Gabon* | Embassy |
| Lilongwe, Malawi* | Embassy |
| Lima, Peru* | Embassy |
| Lisbon, Portugal* | Embassy |
| Ljubljana, Slovenia | Embassy |
| Lome, Togo* | Embassy |
| London, England, U.K.* | Embassy |
| Luanda, Angola | Embassy |
| Lusaka, Zambia* | Embassy |
| Luxembourg, Luxembourg | Embassy |
| Lyon, France | Consulate |

M

| | |
|---|-------------------|
| Madrid, Spain* | Embassy |
| Majuro, Marshall Islands | Embassy |
| Managua, Nicaragua* | Embassy |
| Manama, Bahrain | Embassy |
| Manila, Philippines* | Embassy |
| Maputo, Mozambique | Embassy |
| Marseille, France | Consulate General |
| Martinique, French Caribbean Dept. | Consular Agency |
| Maseru, Lesotho | Embassy |
| Matamoros, Mexico | Consulate |
| Mbabane, Swaziland | Embassy |
| Melbourne, Australia | Consulate General |
| Merida, Mexico | Consulate |

| | |
|---------------------------------|-------------------------|
| Mexico City, D.F., Mexico* | Embassy |
| Milan, Italy | Consulate General |
| Minsk, Belarus | Embassy |
| Monrovia, Liberia | Embassy |
| Monterrey, Mexico | Consulate General |
| Montevideo, Uruguay* | Embassy |
| Montreal, Canada* | Consulate General, ICAO |
| Moscow, Russia* | Embassy |
| Mumbai, India | Consulate General |
| Munich, Federal Rep. of Germany | Consulate General |
| Muscat, Oman* | Embassy |

N

| | |
|-------------------------|-------------------|
| N'Djamena, Chad* | Embassy |
| Nagoya, Japan | Consulate |
| Naha, Japan | Consulate General |
| Nairobi, Kenya* | Embassy, UNEP |
| Naples, Italy | Consulate General |
| Nassau, The Bahamas* | Embassy |
| New Delhi, India* | Embassy |
| New York, N.Y. | USUN |
| Niamey, Niger* | Embassy |
| Nicosia, Cyprus* | Embassy |
| Nogales, Mexico | Consulate |
| Nouakchott, Mauritania* | Embassy |
| Nuevo Laredo, Mexico | Consulate |

O

| | |
|----------------------------|-------------------|
| Osaka-Kobe, Japan | Consulate General |
| Oslo, Norway* | Embassy |
| Ottawa, Canada* | Embassy |
| Ouagadougou, Burkina Faso* | Embassy |

P

| | |
|----------------------|---------|
| Panama City, Panama | Embassy |
| Paramaribo, Suriname | Embassy |

| | |
|-------------------------------------|----------------------------|
| Paris, France* | Embassy, UNESCO, USOECD |
| Perth, Australia | Consulate General |
| Peshawar, Pakistan* | Consulate |
| Phnom Penh, Cambodia | Embassy |
| Ponta Delgada, Azores, Portugal | Consulate |
| Port Louis, Mauritius | Embassy |
| Port Moresby, Papua New Guinea | Embassy |
| Port-au-Prince, Haiti | Embassy |
| Port-of-Spain, Trinidad and Tobago* | Embassy |
| Prague, Czech Republic* | Embassy |
| Praia, Cape Verde | Embassy |
| Pristina, Serbia-Montenegro | USOP |
| Pretoria, South Africa* | Embassy |

Q

| | |
|-----------------|-------------------|
| Quebec, Canada | Consulate General |
| Quito, Ecuador* | Embassy |

R

| | |
|------------------------|-------------------|
| Rabat, Morocco* | Embassy |
| Rangoon, Burma* | Embassy |
| Recife, Brazil | Consulate |
| Reykjavik, Iceland | Embassy |
| Riga, Latvia | Embassy |
| Rio de Janeiro, Brazil | Consulate General |
| Riyadh, Saudi Arabia* | Embassy |
| Rome, Italy* | Embassy, FODAG |

S

| | |
|------------------------------------|-------------------|
| San Jose, Costa Rica* | Embassy |
| San Salvador, El Salvador* | Embassy |
| Sanaa, Yemen Arab Republic* | Embassy |
| Santiago, Chile* | Embassy |
| Santo Domingo, Dominican Republic* | Embassy |
| Sao Paulo, Brazil* | Consulate General |

| | |
|------------------------------------|-------------------|
| Sapporo, Japan | Consulate General |
| Sarajevo, Bosnia-Herzegovina | Embassy |
| Seoul, Korea* | Embassy |
| Shanghai, China | Consulate General |
| Shenyang, China | Consulate General |
| Singapore, Singapore | Embassy |
| Skopje, Macedonia | Embassy |
| Sofia, Bulgaria | Embassy |
| St. George's, Grenada | Embassy |
| St. Petersburg, Russia | Consulate General |
| Stockholm, Sweden* | Embassy |
| Strasbourg, France | Consulate General |
| Surabaya, Indonesia | Consulate General |
| Suva, Fiji | Embassy |
| Sydney, Australia | Consulate General |

T

| | |
|------------------------------|-------------------|
| Tallinn, Estonia | Embassy |
| Tashkent, Uzbekistan* | Embassy |
| Tbilisi, Georgia | Embassy |
| Tegucigalpa, Honduras* | Embassy |
| Tel Aviv, Israel* | Embassy |
| The Hague, Netherlands | Embassy |
| Thessaloniki, Greece* | Consulate General |
| Tijuana, Mexico | Consulate General |
| Tirana, Albania | Embassy |
| Tokyo, Japan* | Embassy |
| Toronto, Canada* | Consulate General |
| Tunis, Tunisia | Embassy |

U,V

| | |
|----------------------------------|-------------------------|
| Ulaanbaatar, Mongolia | Embassy |
| Valletta, Malta | Embassy |
| Vancouver, Canada | Consulate General |
| Vatican City, The Holy See | Embassy |
| Vienna, Austria* | Embassy, OSCE, UNVIE |

| | |
|---------------------------|-------------------|
| Vientiane, Laos | Embassy |
| Vilnius, Lithuania | Embassy |
| Vladivostok, Russia | Consulate General |

W, X, Y, Z

| | |
|-------------------------------|-------------------|
| Warsaw, Poland* | Embassy |
| Washington, DC | USOAS |
| Wellington, New Zealand | Embassy |
| Windhoek, Namibia* | Embassy |
| Yaounde, Cameroon* | Embassy |
| Yekaterinburg, Russia | Consulate General |
| Yerevan, Armenia | Embassy |
| Zagreb, Croatia | Embassy |

Mailing Address Form

The APO and in-country address(s) for overseas posts are published in the *Key Officers of Foreign Service Posts* booklet (Department of State Publication 10556). This publication can be obtained from the Superintendent of Documents, U.S. Government Printing Office, using the order form on page E-3.

The *Key Officers of Foreign Posts* booklet referenced in the Mailing Address Form may be accessed on Internet via the Department of State Foreign Affairs Network (DOSFAN). To access DOSFAN:

WWW: <http://www.state.gov>

Section B

- **Memo to Small, Disadvantaged, and Female (SD&F) Business Owners**
- **Federal Offices of Small and Disadvantaged Business Utilization (OSDBU)**



Memo to Small, Disadvantaged, and Women Business Owners

The mission of the Department of State is to advance U.S. objectives and interests through formulating, representing, and implementing the President's foreign policy. It promotes and protects the interests of Americans by:

- Managing diplomatic relations with other nations and international institutions;
- Promoting peace and stability in regions of vital interest;
- Promoting U.S. business interests abroad;
- Providing services to Americans living or traveling overseas.

The Department of State purchases approximately \$1 billion annually in goods and services, to support its global mission. The mission of the Department of State's Office of Small and Disadvantaged Business Utilization is to ensure that a fair share of our acquisitions are awarded to small, disadvantaged, and women-owned firms. Our procurement needs cover an array of products and services including: office furniture and furnishings; information technology hardware, software and support services; transportation, export packing and shipping services; architect/engineer and construction services; leased satellite circuit and support services; and much more. The acquisitions may be awarded to fill a one-time need, or be of a recurring nature.

The Office of Small and Disadvantaged Business Utilization (OSDBU) locates qualified small, disadvantaged and women-owned firms in a variety of ways. We maintain close liaison with local offices of the Small Business Administration and frequently use SBA's Internet-based database known as *PRO-Net*TM to identify potential sources. We participate in various Federal procurement conferences around the country, sponsored by Congresspersons, trade associations, chambers of commerce, and other Federal, state and local agencies. We also provide one-to-one counseling to small businesses, upon request. Since the Department's mission is international, we do not maintain domestic regional offices. The OSDBU is headquartered in Rosslyn, Virginia and has sole oversight for the Department's small business advocacy program worldwide.

The Department's OSDBU screens all new acquisitions over the simplified acquisition threshold (currently \$100,000) processed by our domestic acquisitions offices (see pages A-3 through A-7) to determine their suitability for preferential procurement action (small business or 8(a) set-asides). In this way, we continually strive to assure that small businesses maintain a fair share of the Department's acquisition spending.

In order to lessen the need for small businesses to register in every agency's database, beginning in CY-2000, State Department's Office of Small and Disadvantaged Business Utilization (OSDBU) has migrated from using its in-house database of vendors (VPS) to reliance on the U.S. Small Business Administration's *PRO-Net*TM. Firms wishing to do business with the Department of State can register in *PRO-Net*TM by accessing <http://pro-net.sba.gov>, then selecting "register." *PRO-Net*TM makes small business profiles available to Federal, state and local government officials as well as private sector businesses looking for subcontractors or teaming arrangements. In order to maximize the usefulness of your profile to State/OSDBU and other *PRO-Net*TM users, please be thorough by completing all data fields in the *PRO-Net*TM profile.

*PRO-Net*TM is not a bidders' mailing list application. State/OSDBU promotes use of *PRO-Net*TM extensively to contracting officers, purchasing agents and end-users as a tool to locate vendor sources. However, the Department of State does not have one central vendor database system, so vendors must still market to domestic acquisition and program officials with whom it seeks to do business. For competitive acquisitions over the simplified acquisition threshold, mailing lists are created from responses to individual COMMERCE BUSINESS DAILY (CBD) advertisements. Vendors can access the CBD on the Internet at no cost. The URL address for the CBD is <http://cbdnet.gpo.gov>.

If there are questions concerning the Department's OSDBU program, please call Durie N. White, (703) 875-6822; Gregory Mayberry, (703) 875-6823; Shap Drisko, (703) 875-4240; or Linda Taylor, (703) 516-1953. For matters related to overseas A&E or construction services, contact Louis Pruitt on (703) 875-6586.

Sincerely,

Durie White
Operations Director
Office of Small and Disadvantaged Business Utilization

Federal Offices of Small and Disadvantaged Business Utilization (OSDBU)

Directors and Women in Business Representatives (WIBR)

The following offices offer small businesses information and guidance on procurement procedures; how to be placed on a bidder's mailing list; and identification of both prime and subcontracting opportunities. (**NOTE:** VBA is the Veterans Business Advocate.)

Departments

Women in Business Representatives

Department of Agriculture
Room 1566S
14th Street & Independence Avenue, S.W.
Washington, DC 20250
Telephone: (202) 720-7117
Fax: (202) 720-3001
Attn: Ms. Sharon Harris

Ms. Stella Hughes
(202) 720-7117

Director, OSDBU: <http://www.usda.gov/osdbu>
VBA: Ms. Stella Hughes, (202) 720-7117

Department of the Air Force
Room E271, The Pentagon
Washington, DC 20330-1000
Telephone: (703) 697-1950
Fax: (703) 614-9266
Attn: Mr. Anthony DeLuca

Ms. Judy Schlott
(703) 697-1950

Director, OSDBU: <http://www.safsb.hq.af.mil/>
VBA: Dr. Alain Hunter, (703) 696-1103

Department of the Army
Room 2A712, 106 Army Pentagon
Washington, DC 20310-0106
Telephone: (703) 697-2868
Fax: (703) 693-3898
Attn: Ms. Tracy Pinson

Ms. Sarah Cross
(703) 697-2868

Director, OSDBU: <http://www.dtic.mil/amc/smlbus/indexsb.html>
VBA: Lt. Col. James Lloyd, (703) 697-2868

Departments

Women in Business Representatives

Department of Commerce
Room 6411
14th Street & Constitution Ave., N.W.
Washington, DC 20230
Telephone: (202) 482-1472
Fax: (202) 482-0501
Attn: Mr. T. J. Garcia
Director, OSDBU: <http://www.osec.doc.gov/osdbu>
VBA: Ms. Ramona Jones, (202) 482-1472

Ms. Brenda Black
(202) 482-1472

Department of Defense
Room 9100
1777 N. Kent Street
Arlington, VA 22209
Telephone: (703) 588-8631
Fax: (703) 588-7561
Attn: Mr. Robert Neal
Director, OSDBU: <http://www.acq.osd.mil/sadbu>
VBA: Mr. Tim Foreman, (703) 588-8631

Ms. Janet Koch
(703) 588-8618

Department of Education
400 Maryland Avenue, S.W.
Room 3120, ROB-3
Washington, DC 20202-0521
Telephone: (202) 708-9820
Fax: (202) 401-6477
Attn: Ms. Viola Jaramillo
Director, OSDBU: <http://gcs.ed.gov/coninfo/booklet1.htm>
VBA:

Ms. Viola Jaramillo
(202) 708-9820

Department of Energy (BU-1)
1000 Independence Ave., S.W.
Washington, DC 20585
Telephone: (202) 586-4620
Fax: (202) 586-5488
Attn: Ms. Esther Aguilera
Director, OSDBU: <http://www.pr.doc.gov/prbus.html>
VBA: (not available)

Ms. Marcia Haynes
(202) 586-6933

Departments

Women in Business Representatives

Department of Health and Human Services
Room 517D
200 Independence Ave., S.W.
Washington, DC 20201
Telephone: (202) 690-7300
Fax: (202) 690-8772
Attn: Ms. Debbie Ridgley
Director, OSDBU: <http://www.dhhs.gov>
VBA: (Vacant), (202) 690-7300

Ms. Angel Graves
(202) 690-6670

Department of Housing and Urban
Development
Room 451
7th Street, S.W.
Washington, DC 20410
Telephone: (202) 708-1428
Fax: (202) 708-7642
Attn: Mr. Casimir Bonkowski: <http://www.hud.gov/ctshome.html>
VBA: Mr. Bill Pittman, (202) 708-0614

Mr. Joseph Piljay
(202) 708-1428

Department of the Interior
Room 5070
1849 C Street, N.W.
Washington, DC 20240
Telephone: (202) 208-3493
Fax: (202) 208-5048: <http://ns.ics.doi.gov/osdbu/index.html>
Attn: Mr. Robert Faithful
Director, OSDBU
VBA: Mr. Frank Gisondi, (202) 208-4907

Ms. Doris Sanford
(202) 208-7437

Department of Justice
Room 1010, National Place Building
1331 Pennsylvania Avenue, N.W.
Washington, DC 20530
Telephone: (202) 616-0521
Fax: (202) 616-1717
Attn: Mr. Joseph Ken Bryan
Director, OSDBU: http://www.usdoj.gov/jmd/pss/home_osd.htm
VBA: Mr. Joseph Ken Bryan, (202) 616-0521

Ms. Eleanor Geary
(202) 616-6596

Departments

Women in Business Representatives

Department of Labor
Room C2318
200 Constitution Ave., N.W.
Washington, DC 20210
Telephone: (202) 219-9148
Fax: (202) 219-9167

Attn: Ms. June Robinson, Director, OSBMA:
<http://www.dol.gov/dol/oasam/public/grants/main.htm>
VBA: Mr. Charles Greer, (202) 219-9148

Department of the Navy
Washington Navy Yard
720 Kennon Street, S.E.
Washington, DC 20374-5015
Telephone: (202) 685-6485
Fax: (202) 685-6865

Attn: Ms. Nancy Tarrant
Director, OSDDBU: <http://www.onr.navy.mil>
VBA: (not available)

Department of State
Room 633, SA-6
Washington, DC 20522-0602
Telephone: (703) 875-6822
Fax: (703) 875-6825

Attn: Mrs. Durie White
Operations Director, OSDDBU: <http://www.Statebuy.gov/home.htm>
VBA: Mr. Shapleigh Drisko, (703) 875-4240

Department of Transportation
Room 9414
400 - 7th Street, S.W.
Washington, DC 20590
Telephone: (202) 366-1930
Fax: (202) 366-7228

Attn: Mr. Ron Stroman
Acting Director, OSDDBU: <http://www.dot.gov/ost/osdbu/>
VBA: Ms. Pat L. Hodge, (202) 355-1930

Ms. Elaine Murrell
(202) 219-9151

Ms. Helena Brown
(202) 685-6485

Ms. Durie White
(703) 875-6822

Ms. Pat L. Hodge
(202) 366-1930

Departments

Department of the Treasury
Suite 400 W

1310 G Street N.W.

Washington, DC 20220

Telephone: (202) 622-0530

Fax: (202) 622-4963

Attn: Mr. Kevin Boshears

Director, OSD BU: <http://www.ustreas.gov/treasury/bureaus/sba>

VBA: Mr. Dan Sturdivant, (202) 622-0375

Women in Business Representatives

Ms. Mary Ellen Dorsey
(202) 622-0530

Department of Veterans Affairs
Room 1221

801 I Street, N.W.

Washington, DC 20001

Telephone: (202) 565-8124

Fax: (202) 565-8156

Attn: Mr. Scott Denniston

Director, OSD BU (005SB): <http://www.va.gov/oa&mm/busopp.htm>

VBA: Same as Director

Ms. Gayle Wegner
(202) 565-8124

Independent Agencies

Women in Business Representatives

The majority of Independent Agencies do not have designated Officers of Small Disadvantaged Business Utilization. Specific personnel as indicated assume such responsibilities.

Agency for International Development
Room 7.8-E

Ms. Rhoda Isaacs
(202) 712-1500

1300 Pennsylvania Ave. N.W.

Washington, DC 20523-1414

Telephone: (202) 712-1500

Fax: (202) 216-3056

Attn: Ms. LaVerne Drummond

Acting Director, OSDDBU: <http://www.info.usaid.gov/business/>

Board of Broadcasting Governors

Room 2517, HHS-South

330 C Street, S.W.

Washington, DC 20237

Telephone: (202) 619-2946

Attn: Mr. Gary C. Hosford

Director, OSDDBU

Defense Contract Management Agency-SB

8725 John J. Kingman Road, Suite 4539

Fort Belvoir, VA 22060-6221

Telephone: (703) 767-3442

Attn: Col. Karen E. Osborn

Director, OSDDBU

Defense Logistics Agency

DB, 8725 John J. Kingman Road, Suite 2533

Fort Belvoir, VA 22060-6221

Telephone: (703) 767-1662

Fax: (703) 767-1670

Attn: Mr. Thomas D. Ray

Director, OSDDBU: http://www.dla.mil/dla_bus.htm

VBA: Ms. Peg Meehan, (703) 767-1653

Ms. Patricia Cleveland
(703) 767-1652

Independent Agencies

Environmental Protection Agency
1200 Pennsylvania Ave., N.W.
Washington, DC 20460
Telephone: (202) 564-4100
Fax: (202) 501-0756
Attn: Ms. Jeanette Brown
Director, OSDBU: <http://www.epa.gov/oam/>
VBA: Mr. Dave Sutton, (202) 564-4100

Executive Office of the President
Room 5013, NEOB
17th Street, N.W.
Washington, DC 20503
Telephone: (202) 395-7669
Fax: (202) 395-1155
Attn: Ms. Thelma Toler, Director, OSDBU

Export-Import Bank of the U.S.
Room 1023
811 Vermont Ave., N.W.
Washington, DC 20571
Telephone: (202) 565-3341
Fax: (202) 565-3319
Attn: Ms. Jacqueline Dennis, Director, OSDBU

Federal Trade Commission
Room H700
6th Street & Pennsylvania Avenue, N.W.
Washington, DC 20580
Telephone: (202) 326-2258
Fax: (202) 326-2050
Attn: Ms. Jean Sefchick, Director, OSDBU

General Services Administration
Room 6029
18th and F Streets, N.W.
Washington, DC 20405
Telephone: (202) 501-1021
Fax: (202) 208-5938
Attn: Mr. Jackie Robinson, Director, Office of Enterprise Development
<http://www.gsa.gov/pubs/dbgsa/dbgsa.htm>
VBA: Mr. Dennis Peck, (202) 501-1021

Women in Business Representatives

Ms. Trina Porter
(202) 564-4322

Ms. Barbara Lorette
(202) 326-2260

Ms. Elizabeth Ivey
(202) 501-4466

Independent Agencies

Interstate Commerce Commission
Room 3119
12th Street and Constitution Ave., N.W.
Washington, DC 20423
Telephone: (202) 927-7597
Fax: (202) 927-5158
Attn: Mr. Dan King, Director, OSDBU

National Aeronautics and Space
Administration
Room 9K70
300 E Street, S.W.
Washington, DC 20546
Telephone: (202) 358-2088
Fax: (202) 358-3261
Attn: Mr. Ralph Thomas, III

Assoc. Administrator, OSDBU: <http://www.hq.nasa.gov/office/codek>
VBA: Same as Assoc. Administrator

National Science Foundation
Suite 550, 4201 Wilson Blvd.
Arlington, VA 22230
Telephone: (703) 292-8330
Fax: (703) 306-0337
Attn: Mr. Donald Senich, Director, OSDBU

Nuclear Regulatory Commission
Mail Stop: T2F18
11545 Rockville Pike
Rockville, MD 20852
Telephone: (301) 415-7160
Fax: (301) 415-5953

Attn: Ms. Joyce Fields, Program Manager, Small Business Program
<http://www.nrc.gov/NRC/contract.html>

Office of Personnel Management
Room 2351
1900 E Street, N.W.
Washington, DC 20415
Telephone: (202) 606-2180
Fax: (202) 606-1464
Attn: Mr. Henry Wong, Acting Director, OSDBU

Women in Business Representatives

Mr. Dan King
(202) 927-7597

Ms. Vernell Jackson
(202) 358-2088

(Vacant)
Call Director

Ms. Barbara Williams
(301) 415-7160

(Vacant)
Call Director

Independent Agencies

Women in Business Representatives

Railroad Retirement Board
Suite 500
1310 G Street, N.W.
Washington, DC 20005
Telephone: (202) 272-7742
Fax: (202) 272-7728
Attn: Ms. Margaret Stanley
Director, OSDBU

Smithsonian Institution
915 L'Enfant Plaza, S.W.
Washington, DC 20560
Telephone: (202) 275-0157
Fax: (202) 287-3492
Attn: Mr. Mauricio Vera
Program Manager, OSDBU: <http://www.si.edu/>

U.S. Government Printing Office
Small/Disadvantaged Business Program Office
Room C897
732 North Capitol Street, N.W.
Washington, DC 20401
Telephone: (202) 512-1365
Attn: Mr. Robert Freeman

U.S. Postal Service
Room 3641
475 L'Enfant Plaza West, S.W.
Washington, DC 20260-5616
Telephone: (202) 268-6578
Fax: (202) 268-6573
Attn: Ms. Evelyn Hill

Ms. Evelyn Hill,
CPCM
(202) 268-6578

Manager, Supplier Diversity: <http://www.usps.gov/business/>

Other Liaison Offices

Army-Air Force Exchange Service (AAFES)
Purchase Directorate
P.O. Box 660202
Dallas, TX 75266-0202
Telephone: (214) 312-3571

Independent Agencies

Women in Business Representatives

Defense Commissary Agency
East Service Center
ATTN: ES-AM
Bldg. P11200, 38th Street & E Avenue
Fort Lee, VA 23801-6330
Telephone: (804) 734-3834

Defense Commissary Agency
West Service Center
ATTN: WS-AM
Bldg. 3184
Kelly AFB, TX 78241-6290
Telephone: (512) 925-8231/6933

Office of Federal Procurement Policy
Room 9001 NEOB, 725 17th Street, N.W.
Washington, DC 20503
Telephone: (202) 395-6811
Fax: (202) 395-5105
Attn: Mr. Michael Gerich
Deputy Assoc. Administrator for Policy Development:
<http://www.arnet.gov>

Minority Business Development Agency
U.S. Department of Commerce
Room 5055
14th Street & Constitution Avenue, N.W.
Washington, DC 20230
Telephone: (202) 482-5061
Fax: (202) 482-5117
Attn: Mr. Courtland Cox
Director: <http://www.doc.gov/agencies/mbda>

Minority Business Development Agency
U.S. Department of Commerce
Room 5096
14th Street & Constitution Avenue, N.W.
Washington, DC 20230
Telephone: (202) 482-1715
Fax: (202) 482-6022
Attn: Mr. Raul Quiros
Chief, Public Sector

Independent Agencies

Women in Business Representatives

Procurement Technical Assistance Center Program
GMU Mason Enterprise Center
4031 University Drive
Fairfax, VA 22030
Telephone: (703) 277-7750
Fax: (703) 352-8195
Attn: Mr. James Regan, Director
1) <http://www.gmu.edu/gmu/PTAP>
2) <http://www.sbd.org>

Small Business
Development Center
Howard University
Room 128, 2600 Sixth Street, N.W.
Washington, DC 20059
Telephone: (202) 806-1550
Attn: Mr. Woodrow McCutchen
Director: <http://www.cldc.howard.edu/husbdc>

| | |
|--|----------------|
| Small Business Administration . | (Vacant) |
| 8th Floor, 409 3rd Street, S.W. | (202) 205-7624 |
| Washington, DC 20416 | |
| Telephone: (202) 205-6460 | |
| Fax: (202) 205-7064 | |
| Attn: Barry Meltz, http://www.sba.gov | |
| VBA: Mr. Cliff Toulson, (202) 205-6774 | |

* * * * *

For additional SBA information:

The SBA has offices located around the country. For the one nearest you, consult the telephone directory under U.S. Government or call the Small Business Answer Desk at 1-800-U ASK SBA.



Section C

- **Subcontracting Opportunities**



Subcontracting Opportunities

Following is a current list of Department of State large prime contractors with contracts in excess of \$500,000 (\$1 million for construction), which may offer subcontracting opportunities. Company names followed by an asterisk represent those with the largest dollar value contracts at the Department of State.

Possible Prime Contractors Offering Subcontracting Opportunities

Abacus Technology Corp.
5454 Wisconsin Ave., Suite 1100
Chevy Chase, MD 20815
Contact: Ms. Sharon Church
(301) 907-2459
Contract: S-OPRAQ95C0653

The American Institute in Taiwan
7 Lane 134 Hisan Yi Road
Section 3
Taipei, Taiwan
Contact: Mr. Jack Ferguson, Chief,
Management Services Section

AT&T
1120 20th Street, N.W.
5th Floor
Washington, DC 20036
Contact: Mr. Chris Hunady
(202) 663-3307
Contract: N00600-94-0344

Brown & Root Services
1611 North Kent Street
Suite 508
Arlington, VA 22209
Contact: Mr. Mike Marcelis
(703) 469-1670
Contract: S-FBOAD99D0016

BTG, Inc.*
1945 Old Gallows Road
Vienna, VA 22182
Contact: Mr. Rowland M. Hill
(703) 556-6518
Contract: S-OPRAQ97D0608

Subcontracting Opportunities Available

Consultants, travel services

Various subcontracting opportunities

Various subcontracting opportunities related to telephone equipment and services

Security Upgrades

Various hardware products and travel arrangements

Possible Prime Contractors Offering Subcontracting Opportunities

Buchart-Horn, Inc.

44 W. Philadelphia Street
P.O. Box 15040
York, PA 17405-7040
Contact: Mr. Raymond K. Best
(800) 274-2224
Contract: S-FBOAD98D0011

Caddell Construction Co., Inc.

2700 Lagoon Park Drive
Montgomery, AL 36109-1100
Contact: Mr. John A. Caddell
(334) 272-7723
Contract: S-LMAQM00C6033

Computer Based Systems, Inc.*

2750 Prosperity Avenue
Suite 300
Fairfax, VA 22301
Contact: Mr. Daniel S. Ryan
(703) 849-8080
Contract: S-OPRAQ95D0673

Computer Sciences Corporation*

3170 Fairview Park Drive
Falls Church, VA 22042
Contact: Ms. Addie Olsen
(703) 876-3095
Contract: S-OPRAQ97D0009
Contract: S-OPRAQ94D0508
Contract: S-LMAQM00D0050

COMSAT General Corp.

45250 Severn Way
Sterling, VA 20166
Contact: Mr. James King, Jr.
(703) 450-7020
Contract: S-DTSP096F4028

Consolidated Engineering Services

2345 Crystal Drive, Suite 1000
Arlington, VA 22202
Contact: Mr. William Davis
(703) 769-1377
Contract: S-OPRAQ98D0048

Subcontracting Opportunities Available

Support services

Various subcontracting opportunities

Various subcontracting opportunities related to program and systems services
Various subcontracting opportunities related to Info. Tech. Support

Commercial plan

Misc. product and service support

Possible Prime Contractors Offering Subcontracting Opportunities

Davis Brody Bond, LLP

315 Hudson Street

New York, NY 10013

Contact: Steven Gifford

(212) 633-4771

Contract: S-FBOAD98D0007

DynCorp, Enterprise Management

7500 Boston Boulevard

Springfield, VA 22152

Contact: Mr. Ed Ferry

(703) 912-8524

Contract: S-OPRAQ-97-D0604

Contract: S-OPRAQ-95-C0675

Contract: S-OPRAQ98C0051

Contract: S-OPRAQ96C0547

Contract: S-OPRAQ98C0075

Contract: S-OPRAQ98C0013

Contract: S-LMAQM00D0027

Contract: S-LMAQM00D0010

Contract: S-OPRAQ95D0594

DynCorp

DoS Air Wing/INM

Bldg. 985, P.O. Box 4338

Patrick AFB, FL 32925

Contact: Mr. John Harlin

(817) 732-4481 ext. 248

Contract: S-OPRAQ-98-C0051

Einhorn Yaffee Prescott

P.O. Box 617

Broadway at Beaver Street

Albany, NY 12201

Contact: Ms. Barbara A. Reuter

(518) 431-3364 or 431-3300

Contract: S-FBOAD97D0016

Contract: S-FBOAD99C0049

Federal Cartridge Company

900 Ehlen Drive

Anoka, MN 55303

Contact: Purchasing Manager

(612) 323-2515

Contract: S-OPRAQ-98-D-0125

Subcontracting Opportunities Available

Energy surveys at

Foreign Service posts

Misc. travel related services

Misc. visa and travel services

Misc. supplies,
equipment and services

Various architect/engineering
support services

Raw materials and
cleaning supplies

**Possible Prime Contractors Offering
Subcontracting Opportunities**

Forell/Elsesser

160 Pine Street
San Francisco, CA 94111
Contact: Ms. Liz Halton
(415) 837-0700
Contract: S-FBOAD98D0013

Graebel Movers, Inc.

4607-A Eisenhower Avenue
Alexandria, VA 22304
Contact: Mr. Marc Van Kley
(703) 370-8900
Contract: S-OPRAQ96C0582

Halifax Engineering, Inc.

5250 Cherokee Avenue
Alexandria, VA 22312
Contact: (703) 750-2202
Contract: S-OPRAQ93C0058

Hilddrup Moving & Storage

4022 Jefferson Davis Highway
Stafford, VA 22554
Contact: Mr. John Warlick
(703) 221-7155
Contract: S-OPRAQ96C0578

IBM Global Government Industry

6300 Diagonal Highway
Boulder, CO 80301-9191
(303) 939-8907
Contract: S-OPRAQ99D0100

**Subcontracting
Opportunities Available**

Misc. services

Misc. supplies and services

Various subcontracting
opportunities

Misc. supplies and services

Possible Prime Contractors Offering Subcontracting Opportunities

Intermodel, Inc.

9308 N.W. 13th Street
Miami, FL 33172
Contact: (305) 591-2419
Contract: S-OPRAQ95C0536

ITT Federal Services Corporation

One Gateway Plaza
1330 Inverness Drive
P.O. Box 15012
Colorado Springs, CO 80935-5012
Contact: Mr. William Taylor
(202) 647-3038
Contract: S-LMAQM00C0132

J.A. Jones Construction

J.A. Jones Drive
Charlotte, NC 28287
Contact: Mike L. Fitzgerald
(704) 553-3499
Contract: S-FBOAD99C0060
S-FBOAD99C0053

John A. Martin & Associates

1212 South Flower Street
Los Angeles, CA 90015
Contact: Mr. John A. Martin, Jr.
(213) 989-1108
Contract: S-LMAQM00D6006

Kling Lindquist

2000 L Street, N.W.
Suite 215
Washington, DC 20036
Contact: John E. Robinson, Jr.
(202) 785-5800
Contract: S-FBOAD98D0012

Subcontracting Opportunities Available

Various subcontracting
opportunities related to
consolidated receiving point

Various construction
opportunities

Misc. consulting services

Various engineering
support services

Possible Prime Contractors Offering Subcontracting Opportunities

Law Engineering & Environmental Services, Inc.

22455 Davis Drive
Suite 100
Sterling, VA 20164
Contact: Mr. Thomas Swartz
(703) 404-7000
Contract: S-FBOAD94D0005

Logicon, Inc.

2100 Washington Boulevard
Arlington, VA 22204-5710
Contact: Ms. S.M. Daniel
(703) 318-7489 x307
Contract: S-OPRAQ97D0005

ManTech Strategic Assoc., Ltd.

12015 Lee Jackson Memorial Hwy.
Suite 700
Fairfax, VA 22033-3338
Contact: Barbara Wilbur
(703) 814-4237
Contract: S-OPRAQ95C0176

MCI/Worldcom

701 South 12th Street
Arlington, VA 22202
Contact: Ms. V. C. Davis
(703) 414-6283
Contract: S-DTSPO96D2004
Contract: S-DTSPO96C0060

Mitretek Corporation

7525 Colshire Drive
McLean, VA 22102
Contact: Mr. Gary Hand
(703) 610-1859
Contract: S-OPRAQ98D0029

Subcontracting Opportunities Available

Various engineering services

Various computer related
supplies and services

Misc. travel related services

Commercial plan

Misc. hardware/software,
temp. services, and office
equipment & furnishings

**Possible Prime Contractors Offering
Subcontracting Opportunities**

Motorola, Inc.

1301 East Algonquin Road
Schaumburg, IL 60196
Contact: Elizabeth Manfield
(708) 576-4331
Contract: S-OPRAQ95C0521

MSC Specialty Films, Inc.

13770 Automobile Boulevard
Clearwater, FL 33762
Contact: Mr. G. Nick Routh
(813) 540-1602 or (800) 282-9031
Contract: S-FBOARD99D0013

MVM, Inc.

8301 Greensboro Drive, Suite 300
McLean, VA 22102-3603
Contact: Mr. Ty Richards
(703) 790-3138
Contract: S-LMAQM00D0028

The Orkand Corporation

8484 Georgia Avenue
Suite 1000
Silver Spring, MD 20910
Contact: Mr. Anthony Schulien
(301) 585-8480
Contract: S-OPRAQ95D0501

Contact: Ms. Judith-Anne Martin
(703) 610-4200
Contract: S-OPRAQ97D0132

Pacific A & E

1601 N. Kent Street
Suite 900
Arlington, VA 22209
Contact: Ms. Janet Oliver
(703) 243-6464
Contract: S-OPRAQ97C0033
Contract: S-OPRAQ96C0536

**Subcontracting
Opportunities Available**

Various subcontracting
opportunities

Shatter-resistant window film

Travel equipment and
miscellaneous support

Various subcontracting
opportunities related to
ADP software support services

Misc computer & office
supplies and services;
travel services

Various subcontracting
opportunities

Possible Prime Contractors Offering Subcontracting Opportunities

Pacific Environmental Services (PES)

560 Herndon Parkway, Suite 200

Herndon, VA 20170-5240

Contact: Mr. William John

(703) 471-8383

Contract: S-LMAQM00D6027

Perini Corporation

73 Mt. Wayne Avenue

Framingham, MA 01701-9160

Contact: Mr. Joseph Andre

(508) 628-2000

Contract: S-FBOAD99D0017

Reynolds, Smith, Hills, Inc.

4651 Salisbury Road

Suite 400

Jacksonville, FL 32256-0901

Contact: Ms. Diane Faulkner

(904) 296-2000

Contract: S-FBOAD98D0003

Ronco Consulting Corporation

2301 M Street, N.W.

Suite 400

Washington, DC 20037

Contact: E. Lawrence

(202) 785-2791

Contract: S-LMAQM99D0144

Subcontracting Opportunities Available

Electrical, security, interior
design, etc.

Security upgrades, worldwide

Energy surveys at
Foreign Service posts

Service and materials
purchases for demining

**Possible Prime Contractors Offering
Subcontracting Opportunities**

Sprint

P.O. Box 8568
Kansas City, MO 64114
Contact: Terry Smelcer
(816) 854-5316
Contract: S-DTSP094C2030

Statistica

800 S. Fredrick Avenue
Suite 204
Gaithersburg, MD 20877
Contact: Ms. Julie Lee
(301) 926-9000
Contract: S-OPRAQ94C0492

Contact: Mr. David Karish
(301) 926-9000
Contract: S-OPRAQ97D0133
Contract: S-LMAQM99D0042

3M Corporation

3M Center Bldg., 224-IN-04
St. Paul, MN 55144-1000
Contact: Mr. James Anderson
(651) 733-4407
Contract: S-FBOAD99D0012

Thermo Digital Technologies

490 L'Enfant Plaza East
Suite 7170
Washington, DC 20024
Contact: Mr. Pat Aquino
202-484-5090
Contract: S-OPRAQ98D0077

TRW

Systems Division
One Federal Systems Park Drive
Fairfax, VA 22033
Contact: Ms. Pat Austin
(703) 968-1244
Contract: S-OPRAQ97C0008

**Subcontracting
Opportunities Available**

Commercial plan

Various subcontracting
opportunities

Shatter-resistant window film

Various subcontracting
opportunities

Possible Prime Contractors Offering Subcontracting Opportunities

Tri-Ark Industries Inc.

509 Lakeside Drive
Southampton, PA 18966
Contact: Ms. Regina Danko
(215) 364-6250
Contract: S-OPRAQ99D0051

Unisys

8008 Westpark Drive
McLean, VA 22102
Contact: Mr. Murray J. Schooner
(703) 556-5822s
Contract: S-OPRAQ95D0532
Contract: S-MOFMA97C0001

Wackenhut Services

4200 Wackenhut Drive
Palm Beach Gardens, FL 33410
Contact: Mr. Edward Harris
(561) 622-5656
Contract: S-LMAQM00D0148

Washington Group Int'l, Inc.

(formerly Morrison Knudsen Corp.)
7164 Columbia Gateway Drive
Columbia, MD 21046
Contact: Frank Mastell
(410) 290-0660
Contract: S-FBOAD98C0008
S-FBOAD99C0048

Xerox Special Information Systems

250 North Halstead Street
P.O. Box 7018
Pasadena, CA 91109
Contact: Mr. Peter A. Brause
(818) 351-4419
Contract: S-OPRAQ95C0588

Subcontracting Opportunities Available

Various janitorial supplies
equipment, and labor services

Various hardware, software, etc.

Misc. professional services

Various construction
opportunities

Various electronic components
and assemblies and metal
work

In May 1999, the State Department prequalified 20 large and small firms to provide design services for New Office Buildings (NOB) compounds worldwide based on solicitation S-FBOAD99R0018. The prequalification list will remain in effect for 3 years. Competitions for NOB design work will be limited to these 20 pre-qualified firms who have been sponsored for security clearances. To view the list of 20 firms, please visit our website at www.statebuy.gov/home.htm.

Section D

- **Contacts for Trade and Investment-Related Issues**



Contacts for Trade and Investment-Related Issues

Department of State

| | | |
|---------------------------|------------------------|----------------|
| Business Affairs | —Ms. Sandra W. Jackson | (202) 647-1625 |
| Investment Affairs | —Mr. Wesley Scholz | (202) 736-4247 |
| Development Finance | —Mr. Paul Reid | (202) 647-9426 |
| Economic Sanctions Policy | —Mr. Brian Mohler | (202) 647-5673 |
| Trade Policy | —Mr. William E. Craft | (202) 647-1310 |

Information about specific countries is available from Department country desk officers. Telephone numbers may be obtained from the front of the Department telephone book or from the U.S. Government Operator, (202) 655-4000. The Department of State also offers an automated Traveler's Advisory, which can be accessed on (202) 647-5225.

Department of Commerce

| | | |
|--|-------------------------|----------------|
| Deputy Assistant Secretary for Services | —Mr. Tong Soo Chung | (202) 482-5261 |
| Country Marketing: | | |
| European Union & Regional Affairs | —Ms. Eileen Hill | (202) 482-5276 |
| Eastern Europe and Soviet Affairs | —Ms. Suzanne Lotarski | (202) 482-1104 |
| Central and Eastern Europe Business Information Center (CEEBIC) | —Int'l Trade Specialist | (202) 482-2645 |
| Russia and Newly Independent States: Business Information Services for the Newly Independent States (BISNIS) | | (202) 482-4655 |
| Africa | —Mr. Gerald Feldman | (202) 482-4227 |
| Near East | —Mr. Thomas Parker | (202) 482-1860 |
| South Asia | —Mr. Dick Harding | (202) 482-2955 |
| Mexico | —AMERIFAX | (202) 482-0300 |
| Latin America and Caribbean Basin | —Mr. Walter Bastian | (202) 482-2436 |
| People's Republic of China and Hong Kong | —Ms. Cheryl McQueen | (202) 482-3932 |
| Japan | —Mr. Robert Frances | (202) 482-1820 |
| Office for Service Industries and Finance | —Mr. Tong Soo Chung | (202) 482-5261 |
| Publications—Intl. Trade Adm. | —Ms. Alice Gray | (202) 482-5487 |
| Foreign Commercial Service | —Mr. Larry Jensen | (202) 482-6228 |
| Export Licensing Information | | (202) 482-4811 |

U.S. Trade and Development Agency

| | | |
|-----------------------|-----------------|----------------|
| Definitional Missions | —Ms. Della Glen | (703) 875-4357 |
| Trade Information | | 1-800-USATRADE |

Defense Trade Controls:

For exporting licensing information on munitions, or technology “uniquely” designed for military application, contact Department of State, Defense Trade Controls (202) 663-2714 (licensing) or (202) 663-2700 (registration). You will be directed to an officer according to your requirements.

Agency for International Development

| | | |
|--|-------------------|--|
| Business Relations (OSDBU) | —Mr. Ivan Ashley | (202) 712-1500 |
| Center for Trade & Investment Services | —Ms. Deborah Diaz | (202) 663-2660 (local) (800) 872-4348 |

Overseas Private Investment Corporation

| | | |
|--------------------|----------------------|----------------|
| | —Information Officer | (202) 336-8799 |
| Export-Import Bank | —Ms. Marsha Berry | (202) 565-3200 |

Small Business Administration

| | | |
|-------------------------------|-----------------------|----------------|
| Office of International Trade | —Mr. James F. Wilfong | (202) 205-6720 |
|-------------------------------|-----------------------|----------------|

U.S. Trade Representative

| | | |
|--|-----------------|----------------|
| | —Mr. Pate Felts | (202) 395-6120 |
|--|-----------------|----------------|

Information about international trade and investment opportunities is also available electronically. Following are some useful websites for accessing such information:

- Access the United Nations Trade Point Development Center (UNTPDC) at <http://www.unicc.org/untpdc/welcome.html>
- PANGAEA.NET(tm) is a commercially operated Global Business Information and Communications Resource Center. For information and news, access <http://www.pangaea.net>
- For those interested in the Eastern European market, e-mail info@TradeNet.org

Trade Promotion Activities of the Department of State That Can Benefit Small, Minority, and Women-Owned Firms in Exporting

Assisting U.S. business is a major responsibility of the Department of State. The Secretary of State has directed all members of U.S. Embassies and consular posts abroad to consider the promotion of U.S. business and economic interests to be a top priority and to support U.S. firms vigorously in foreign markets. The Ambassador, as head of the “Country Team,” takes the lead in promoting U.S. trade and investment in 272 diplomatic and consular establishments in over 160 foreign countries.

The Department of State offers trade promotion services that can be of benefit to the minority business community. Each of the below-mentioned contacts can provide insight, advice, and assistance in the export efforts of minority firms:

The Office of Commercial and Business Affairs (EB/CBA) creates dynamic partnerships with the American business community to promote U.S. economic growth, democratic values and international security in a global economy. In so doing CBA supports the Department’s understanding of, and service to, U.S. business by:

Building Bridges With American Companies and Associations

- arrange high-level discussions between State Department officials and U.S. businesses
- conduct outreach to trade associations and industry groups on international issues
- facilitate U.S. business involvement in multilateral and bilateral economic initiatives

Advocating American Business Interests in the Foreign Policy Process

- champion U.S. business interests within the State Department
- coordinate advocacy with the Department of Commerce and other USG agencies
- organize and sponsor training sessions for State Department officers on important commercial advocacy and business promotion issues
- review and update USG advocacy guidelines to reflect international business trends
- provide guidance to Ambassadors facing particularly complex advocacy cases
- promote anti-corruption conventions and transparency as “best business practice” and as a tool for political and economic reforms for attracting U.S. business

Sharing Lessons Learned to Advance U.S. Trade and Investment

- highlight success stories to Congress and the media through State-by-State fact sheets
- encourage greater recognition and promotion of Cobb Award nominees and recipients

- serve as secretariat for the *Ambassadors Business Council* (former Chiefs of Mission)
- regular dialogue with commercial coordinators to enhance bureau outreach to business
- visit the field to survey success in action and share lessons learned elsewhere

Supporting Post-Initiated Commercial Activities

- build business support and interest in post-sponsored reverse trade missions and initiatives
- provide *Business Facilitation Incentive Fund* grants to non-FCS posts in support of innovative business promotion activities
- offer information and technical advice on potential speakers, industry participants, possible venues, topics, multiplier organizations, etc. (Phone: (202) 647-1625).

Embassies and Consulates overseas are charged with assisting the U.S. business community abroad. Ambassadors hold regularly scheduled meetings with American Chambers of Commerce in almost every country where there are such groups. Our Embassy commercial and economic staffs are available to assist American minority firms with political and economic briefings, professional advice and analysis on the business culture and practices of the country, and assistance in making and developing contacts abroad.

Personnel of the Department of Commerce's U.S. and Foreign Commercial Service (USFCS) are stationed in 69 countries where our major markets are located. State Department officers are responsible for commercial work in over 100 countries with smaller markets where USFCS personnel are not present. The important point is that in all our Embassies, regardless of size or location, or which agency takes the lead, there are personnel to provide information and counsel to American firms, help them with problems, and see to it that they get a fair shot at contracts and sales.

The Regional Bureaus, each under the direction of an Assistant Secretary of State, are responsible for U.S. foreign affairs activities in a specific major region of the world. They are the Bureaus of African, Inter-American, European and Canadian, Near Eastern, South Asian, and East Asian and Pacific Affairs. Country "desk officers" maintain day-to-day contact with overseas diplomatic posts and provide country specific economic and political analysis and commercial counseling to U.S. business.

The Office of Small and Disadvantaged Business Utilization (A/SDBU) actively promotes the use of small businesses by our various program and procurement personnel, both domestically and at our Embassies and Consulates overseas. The Department is committed to ensuring that small businesses receive a fair share of the procurement dollars we spend. (Contact: Durie N. White, phone (703) 875-6822).

Publications: The Department produces various publications of interest to minority business, including *Key Officers of Foreign Service Posts: A Guide for Business Representatives* and *A Guide To Doing Business With the Department of State*.

Commercial Posts of the Department of State (Posts With No FCS Presence)

Although most U.S. commercial posts of the Department of State have assigned to them a Department of Commerce Foreign Commercial Service (FCS) officer to promote exporting by U.S. firms, the following posts have no FCS presence. Export promotion at such posts is a function of Department of State personnel:

Africa

| | |
|----------------------------------|-------------------------|
| Angola, Luanda | Malawi, Lilongwe |
| Benin, Cotonou | Mali, Bamako |
| Botswana, Gaborone | Mauritania, Nouakchott |
| Burkina Faso, Ouagadougou | Mauritius, Port Louis |
| Burundi, Bujumbura | Mozambique, Maputo |
| Cameroon, Yaounde | Namibia, Windhoek |
| Cape Verde, Praia | Niger, Niamey |
| Central African Republic, Bangui | Rwanda, Kigali |
| Chad, N'Djamena | Senegal, Dakar |
| Congo, Brazzaville | Sierra Leone, Freetown |
| Djibouti, Djibouti | Somalia, Mogadishu |
| Equatorial Guinea, Malabo | Sudan, Khartoum |
| Eritrea, Asmara | Swaziland, Mbabane |
| Ethiopia, Addis Ababa | Tanzania, Dar es Salaam |
| Gabon, Libreville | The Gambia, Banjul |
| Ghana, Accra | Togo, Lome |
| Guinea, Conakry | Uganda, Kampala |
| Guinea-Bissau, Bissau | Zaire, Kinshasa |
| Lesotho, Maseru | Zambia, Lusaka |
| Liberia, Monrovia | Zimbabwe, Harare |
| Madagascar, Antananarivo | |

Latin America

| | |
|---------------------------|----------------------------------|
| Bahamas, Nassau | Jamaica, Kingston |
| Barbados, Bridgetown | Netherlands Antilles, Curacao |
| Belize, Belize City | Nicaragua, Managua |
| Bolivia, La Paz | Paraguay, Asuncion |
| El Salvador, San Salvador | Suriname, Paramaribo |
| Guyana, Georgetown | Trinidad & Tobago, Port of Spain |
| Grenada, St. George's | Uruguay, Montevideo |
| Haiti, Port-au-Prince | |

Near East/South Asia

Afghanistan, Kabul
Bahrain, Manama
Lebanon, Beirut
Nepal, Kathmandu
Oman, Muscat
Qatar, Doha

Bangladesh, Dhaka
Jordan, Amman
Sri Lanka, Colombo
Syria, Damascus
Tunisia, Tunis
Yemen Arab Republic, Sanaa

East Asia and the Pacific

Brunei, Bandar Seri Begawan
Burma, Rangoon
Cambodia, Phnom Penh
Fiji, Suva
Laos, Vientiane
Marshall Islands, Majuro
Micronesia, Federated States of
Kolonia

Mongolia, Ulaanbaatar
Palau, Koror
Papua New Guinea, Port Moresby
Solomon Islands, Honiara
Western Samoa, Apia

Europe

Albania, Tirana
Bermuda, Hamilton
Croatia, Zagreb
Cyprus, Nicosia
Estonia, Tallinn
Finland, Helsinki
Iceland, Reykjavik

Latvia, Riga
Lithuania, Vilnius
Luxembourg, Luxembourg
Macedonia, Skopje
Malta, Valletta
Slovak Republic, Bratislava
Slovenia, Ljubljana

Newly Independent States

Armenia, Yerevan
Azerbaijan, Baku
Belarus, Minsk
Georgia, Tbilisi
Turkmenistan, Ashgabat

Kyrgyzstan, Bishkek
Moldova, Chisinau
Tajikistan, Dushanbe

Section E

- **Other Department of State and Government Subscriptions/Publications**



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(202)
512-1800



Electronic Services

EC/EDI Fact Sheet (The Basics)

What is Electronic Commerce (EC)?

Electronic Commerce (EC) is the paperless exchange of business information, using Electronic Data Interchange (EDI), electronic mail, electronic bulletin boards, electronic funds transfer, and other similar technologies.

What is Electronic Data Interchange (EDI)?

Electronic Data Interchange (EDI), a major part of Electronic Commerce (EC), is the computer-to-computer exchange of business data in a standardized format.

What are the major benefits of EDI?

- Increased business opportunities through wider diffusion of procurement information;
- Improved quality through improved record-keeping, fewer errors in data, reduced processing delays, less reliance on human interpretation of data, and minimized unproductive time;
- Greater competition and reduced prices;
- Savings from reduction of inventories, mailroom sorting/distribution time, elimination of lost documents, and reduction of postage and other mailing costs;
- Reduced order time; and
- Better and more up-to-date information for management decisionmaking.

What is necessary to begin using EDI?

Should you intend to become fully EDI-capable, you will need a personal computer, a modem, ANSI X12 compliant EDI translation software or access to an EDI translation service, EDI implementation conventions, and a subscription to a Value Added Network (VAN).^{*} However, should you opt not to become fully EDI-capable, it is possible for you to exchange EDI transactions with the Government through the use of services provided by Value Added Service (VAS) providers. Such services (EDI-to-Fax, for example) allow you to participate in the Government EDI-based acquisition efforts without investing in EDI-related computer hardware and software.

^{*}**VAN price and services list can be found on the Internet at:**
<http://www.statebuy.gov> (there is a link to the San Antonio ECRC)

Further, you will need to secure the following unique identification numbers for your business:

- DUNS number assigned by Dun and Bradstreet, 1-800-333-0505;
- CAGE code assigned by the Defense Logistics Service Center if you intend to do business with the Department of Defense 616-961-4955; if you currently do business with DoD, you should already have a CAGE code;
- Tax Identification Number (TIN) assigned by the Internal Revenue Service, 1-800-829-1040.

What are some sources of information on EC/EDI?

Data Interchange Standards Association (DISA), the ANSI X12 Secretariat, 703-548-7005; ANSI X12 standards-related, membership, training, and conference information. Internet World Wide Web access via <http://www.disa.org>. ANSI X12 standards published by DISA may be obtained through EDI Support Services, 1-800-334-4912.

Defense Technical Information Center (DTIC); provides full and executive summary versions of the DoD Electronic Commerce (EC)/Electronic Data Interchange (EDI) in Contracting Report, December 20, 1993, in electronic form. Internet World Wide Web access via <http://www.dtic.dla.mil> and via anonymous ftp at [asc.dtic.dla.mil](ftp://asc.dtic.dla.mil).

DoD Electronic Commerce Information Center, 1-800-EDI-3414; EC/EDI information packet, and other information. Internet World Wide Web access via http://www.acq.osd.mil/ec/ecic_hpg.html.

EDI World, 305-925-5900; a monthly industry magazine that contains information on EDI industry trends, user groups, conferences and seminars, and other information. An annual subscription cost is \$29.95.

Electronic Commerce Resource Centers; contact the Electronic Commerce Information Center for further information on one in your area.

Federal Electronic Commerce Acquisition-Program Management Office (ECA-PMO), 703-681-0369; Federal implementation conventions, Streamlining Procurement Through Electronic Commerce, and other related information. Internet World Wide Web access via <http://www.gsa.gov/ecapmo.htm> and <http://snad.ncsl.nist.gov/dartg/edi/fededi.html>, and FTP access via [ds.internic.net](ftp://ds.internic.net).

FedWorld BBS, a computer Bulletin Board System (BBS), 703-321-8020; provides documents related to EDI, including Streamlining Procurement Through Electronic Commerce. Internet World Wide Web access via <http://www.fedworld.gov>.

Government Printing Office (GPO), 202-512-0132; provides the full report version of the DoD Electronic Commerce (EC)/Electronic Data Interchange (EDI) in Contracting Report, December 20, 1993, in paper form; stock number 008-000-00643-1.

National Technical Information Service (NTIS), 703-487-4650; publishes *Federal Information Processing Standards Publication* (FIPS PUB) 161, NTIS Accession number SIPSPUB161-1, \$12.50. The Federal Government's intent to use ANSI X12 standards for EDI is documented in this standard.

Phillips Publishing International, 1-800-777-5006; publisher of *EDI Yellow Pages*, a directory of EDI products and services.

Prememos Corporation; provides ANSI X12 and UN/EDIFACT standards in electronic form. Internet World Wide Web access via <http://www.prememos.com>.

Procurement Technical Assistance Centers (PTACs); Government and privately funded organizations dedicated to helping small companies do business with the Federal Government. Call the Electronic Commerce Information Center for a list of PTACs in your area. For companies that are not currently DoD contractors, but who wish to do business with the DoD in the future, the PTACs can also serve as Government sponsors for them to obtain a CAGE code.

SBA Online, a computer Bulletin Board System, 800-697-4636; EC/EDI-related information, including EDI, A Guide to Translation Software. Internet World Wide Web access via <http://www.sbaonline.sba.gov>.

The following is a list of Centers that offer assistance to businesses interested in becoming EDI capable. Operating under DoD sponsorship, the centers serve all qualified business and government personnel. Services are provided either free or for a minimal fee.

Electronic Commerce Resources Centers (ECRCs)

| | | |
|-----------------|----------------|--|
| Atlanta, GA | (404) 894-9514 | robert.fulton@me.gatech.edu |
| Bremerton, WA | (206) 478-0333 | wilson@ctc.com |
| Cleveland, OH | (800) 991-3272 | kent.kemmerer@camp.org |
| Dayton, OH | (513) 449-6060 | jhoman@cole.sinclair.edu |
| Fairfax, VA | (703) 691-1507 | byoung@ecrc.gmu.edu |
| Johnstown, PA | (800) 231-2772 | michalec@ctc.com |
| Oakland, CA | (510) 748-6850 | shaw@ctc.com |
| Orange, TX | (409) 882-3950 | pdewitt@ecrc.kbsi.com |
| Palestine, TX | (800) 209-2772 | mikelabeau@ptxecrc.com |
| San Antonio, TX | (210) 732-1141 | butch@saecrc.org |
| Scranton, NY | (800) 572-3272 | linnm1@lion.uofs.edu |

FAR on CD-ROM

The Federal Acquisition Regulation (FAR) on CD-ROM can be obtained from the Government Printing Office (GPO) for \$80. Updates are sent out quarterly or when changes occur. The stock number is 722-009-000002. Make your check, money order, or credit card payable to the Superintendent of Documents. The mailing address is U.S. GPO, Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250. The telephone number is (202) 512-1800.

Foreign Affairs on the Internet

The Department of State Foreign Affairs Network (DOSFAN) is now on the Internet, providing global access to official U.S. foreign policy information—speeches, statements, and testimony by the President, Secretary of State, and other senior officials; plus Dispatch and Background Notes on countries and international organizations; congressional reports on trade practices; human rights, terrorism, narcotics control, and other subjects; daily briefing transcripts; directories of key officers at foreign service posts; travel information; and much more. Developed in collaboration with the University of Illinois at Chicago (UIC), DOSFAN is accessible on the Internet at the following site:

Department of State Web Page: <http://www.state.gov>

DOSFAN is updated daily. For more information about DOSFAN,
contact: john.a.shuler@uic.edu or by telephone at 312-996-2738.

Department of State Telephone Directory: GOPHER:dosfan.lib.uic.edu (contacts and telephone numbers).

U.S. Missions Online

To support its relations with other countries and international organizations, the United States maintains diplomatic and consular posts around the world. In most countries with which it has diplomatic relations, the U.S. maintains an Embassy, which usually is located in the host country capital. The U.S. also may have Consulates or Consulates General in other large commercial centers or in dependencies of the country. The U.S. missions listed below may be accessed from <http://www.state.gov/www/regions/missions.html>

Sub-Saharan Africa (AF)

- Botswana
- Mauritius
- Zambia

East Asia and the Pacific (EAP)

- Australia
- China
 - Hong Kong (Consulate General)
- Indonesia
- Japan
 - Fukuoka (Consulate)
 - Osaka/Kobe (Consulate General)
- Malaysia
- Singapore
- Thailand

Western Hemisphere (WHA)

- Barbados
- Brazil
- Chile
- Colombia
- Costa Rica
- Mexico
- Nicaragua
- Peru
- Uruguay

Mid-East and North Africa (NEA)

- Egypt
- Qatar
- United Arab Emirates

Europe (EUR)

- Austria
- Belgium
- Bulgaria
- Canada
- Croatia
- Cyprus
- Denmark
- Estonia
- Finland
- France
- Germany
 - Hamburg (Consulate General)
- Greece
- Hungary
- Iceland
- Ireland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Malta
- Netherlands
- Norway
- Poland
- Portugal
- Romania
- Serbia-Montenegro
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom

U.S. Missions Online, Continued

South Asia (SA)

Bangladesh

Nepal

Newly Independent States of the former Soviet Union (S/NIS)

Azerbaijan

Georgia

International Organizations

U.S. Mission to the European Union (Brussels, Belgium)

U.S. Mission to the United Nations (New York, New York)

U.S. Mission to the United Nations (Geneva, Switzerland)

U.S. Mission to NATO (Brussels, Belgium)

Some Useful Internet Addresses

| Laws, Regulations and Other Related Documents | Internet Address |
|---|---|
| Acquisition Reform Network (ARNET) | http://www.arnet.gov |
| CBD NET | http://cbdnet.gpo.gov |
| Code of Federal Regulations | http://www.law.cornell.edu/regs.html |
| Comptroller General Decisions | http://www.gao.gov/ |
| Debarred Bidders List | http://www.supply.dla.mil/ |
| DFARS | http://www.acq.osd.mil/dp/dars/dfars.html |
| DUNS Report | http://www.dnb.com |
| Executive Orders | http://www.whitehouse.gov |
| Federal Acquisitions Regulations | http://www.arnet.gov/far/ |
| Federal Register | http://infoseek.go.com/Titles?qt=federal+register |
| Federal Statistics and Other Useful Info (OMB) | http://www.financenet.gov (includes federal budget) |
| Gateway for Women-Owned Businesses Selling to Government | http://www.womenbiz.gov |
| Legislative Information on the Internet | http://thomas.loc.gov/ |
| OMB Circulars | http://www.whitehouse.gov/WH/EOP/omb |
| Supreme Court Decisions | http://supct.law.cornell.edu/supct |
| Thomas Register | http://www.thomasregister.com |
| Uniform Commercial Code | http://www.law.cornell.edu/ucc/ucc.table.html |
| United States Code | http://www.law.cornell.edu/uscode |

Other Useful Information

Federal Agency Offices of Small and Disadvantaged Business

GAO

GPO

GSA

Information on House of Representatives Small Business Committee

International Trade

Internet Providers

List of DoD-Certified Value-Added

Network Providers (for FACNET)

NASA Federal Jumpstation

National Technology Transfer Center

NCMA

Procurement Technical Assistance Centers (PTACs)

Small Business Administration

U.S. Agency for International Development (AID)

U.S. Department of State (public affairs info):
(acquisitions home page):

Internet Address

See Section B for Internet Addresses

<http://www.gao.gov>

<http://www.gpo.gov>

<http://www.gsa.gov>

<http://www.house.gov>

<http://www.ita.doc.gov>

<http://thelist.com/>

<http://www.acq.osd.mil/ec/ecip/index.htm>

<http://procure.msfc.nasa.gov/fedproc/home.html>

<http://www.nttc.edu>

<http://www.ncmahq.org>

<http://www.rcacwv.com>

<http://www.sbaonline.sba.gov>

<http://www.info.usaid.gov>

<http://www.state.gov>

<http://www.statebuy.gov/home.htm>

APPENDIX 1

U.S. DEPARTMENT OF STATE TOP 20 SIC CODES FOR CREDIT CARD SPENDING WITHIN THE 10 BUYING CATEGORIES – FY 1999 (Source: CitiBank Summary Merchant Report)

| Rank Actions | SIC | Description | Actual Dollars | No. of |
|-----------------|------|---------------------------------------|-------------------|------------|
| 1 | 5969 | Direct Marketing (orders by phone) | \$4,407,301.00 | 6105 |
| 2 | 5964 | Catalog Merchants | 3,786,785.00 | 5786 |
| 3 | 5045 | Computers/Computer Equip. & Software | 1,695,121.00 | 1752 |
| 4 | 9399 | Gov't. Services, N.E.C. | 1,396,236.00 | 3189 |
| 5 | 5943 | Stationery Stores | 1,354,730.00 | 3447 |
| 6 | 5999 | Misc. Retail Stores, N.E.C. | 1,057,548.00 | 1679 |
| 7 | 5732 | Electronics Stores | 966,957.00 | 1152 |
| 8 | 5734 | Computer/Computer Software Stores | 866,225.00 | 969 |
| 9 | 5965 | Combination Catalog & Retail Merchant | 720,116.00 | 1303 |
| 10 | 7372 | Prepackaged Software | 693,997.00 | 1081 |
| 11 | 5085 | Industrial Supplies | 572,489.00 | 716 |
| 12 | 4812 | Radiotelephone Communications | 537,967.00 | 1116 |
| 13 | 5712 | Furniture Stores | 481,240.00 | 512 |
| 14 | 5065 | Electronic Parts & Equip., N.E.C. | 463,394.00 | 532 |
| 15 | 5251 | Hardware Stores | 447,195.00 | 731 |
| 16 | 5021 | Furniture | 439,876.00 | 443 |
| 17 | 5111 | Printing and Writing Paper | 387,482.00 | 687 |
| 18 | 5044 | Office Equipment | 297,259.00 | 289 |
| 19 | 5046 | Commercial Equipment, N.E.C. | 248,809.00 | 282 |
| 20 | 5533 | Automotive Parts & Accessories Stores | <u>243,370.00</u> | <u>401</u> |
| Total | | | \$21,064,097.00 | 32,172 |

TOP CREDIT CARD SPENDING BASED ON BUYING CATEGORY TOTALS

| Rank | Category Name | Actual Dollars | No. of Actions |
|-------------|-----------------------------------|-----------------------|-----------------------|
| 1 | Phone Orders | \$9,120,512.00 | 14,028 |
| 2 | Supply/Retail | 4,431,899.00 | 8,344 |
| 3 | Furniture, Equipment, Maintenance | 4,287,786.00 | 5,748 |
| 4 | All Others | 3,202,465.00 | 6,281 |
| 5 | Computer Services | 2,695,839.00 | 4,337 |
| 6 | Office Services | 1,927,401.00 | 3,081 |
| 7 | Government Services | 1,396,236.00 | 3,189 |
| 8 | Professional Services | 943,923.00 | 1,525 |
| 9 | Shipping/Transportation | 141,901.00 | 290 |
| 10 | Financial Services | 3,037.00 | 3 |

APPENDIX 2
U.S. DEPARTMENT OF STATE
FY-99 CONTRACT AWARD SPENDING IN TOP 25 SICs
(Source: Federal Procurement Data System as Reported on SF 279s)

| Rank | SIC | SIC Name | No. of Actions | Dollars (000's) |
|--------------------|------------|---|---------------------------|----------------------------|
| 1 | 8744 | Facilities Support Services | 349 | 155,573 |
| 2 | 1542 | Nonresidential Construction, NEC | 99 | 145,009 |
| 3 | 7371 | Computer Programming Services | 244 | 78,101 |
| 4 | 4813 | Telephone Communications, except radio | 248 | 50,148 |
| 5 | 3571 | Electronic Computers | 344 | 48,744 |
| 6 | 7379 | Computer Related Services, NEC | 281 | 45,502 |
| 7 | 7381 | Detective & Armored Car Services | 101 | 43,058 |
| 8 | 8999 | Services Not Elsewhere Classified (NEC) | 170 | 36,869 |
| 9 | 4899 | Communication Services NEC | 19 | 36,826 |
| 10 | 7382 | Security Systems Services | 78 | 29,996 |
| 11 | 3661 | Telephone and Telegraph Apparatus | 74 | 24,895 |
| 12 | 3829 | Measuring & Controlling Devices | 33 | 22,549 |
| 13 | 3711 | Motor Vehicles and Car Bodies | 160 | 21,470 |
| 14 | 3663 | Radio and TV Communications Equipment | 31 | 19,767 |
| 15 | 5045 | Computers and Peripherals & Software | 161 | 18,715 |
| 16 | 8742 | Management Consulting Services | 52 | 15,408 |
| 17 | 2389 | Apparel and Accessories | 3 | 13,029 |
| 18 | 7376 | Computer Facilities Management | 12 | 9,783 |
| 19 | 3669 | Communications Equipment, NEC | 86 | 9,198 |
| 20 | 2821 | Plastics Materials and Resins | 4 | 9,052 |
| 21 | 7372 | Prepackaged Software | 11 | 8,842 |
| 22 | 7349 | Building Maintenance Services, NEC | 73 | 8,467 |
| 23 | 9999 | Nonclassifiable Establishments | 92 | 7,940 |
| 24 | 7373 | Computer Integrated Systems Design | 39 | 6,989 |
| 25 | 8711 | Engineering Services | 70 | 5,870 |
| Grand Total | | | 4,202 | 995,933 |



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